For Divided EU, a Grim View of the Summit

By Tom Buerkie

International Herald Tribune
BRUSSELS — With the growing splits over the future shape of the European Union rarely more apparent, senior officials have prepared an agenda for the group's semiannual summit meeting that avoids the crucial issues of how to pay for EU membership for East European countries and how to get Europe's 17 million unemployed back to work, officials and analysts say.

More broadly, the Union, whose sum-

Will He Run?

Points to No

By Joseph Fitchett International Herald Tribune

understands German but rarely speaks it.

mor is only an electoral manuever, Le

Monde reported in a front-page article

Thursday that the sudden "doubts" about

a Delors candidacy had rekindled the in-

fighting among French conservatives by

suggesting that they have the field to them-

Recently, pressure has been mounting

on the two main contenders - Jacques

Chirac, the perennial conservative stan-

dard-bearer, and Prime Minister Edouard

Balladur, who has courted popularity by

See DELORS, Page 10

Kiosk

Cuban Refugees

Riot in Panama PANAMA CITY (Reuters) -

About 1,000 Cubans fled a U.S.-run refugee camp in Panama on Thursday after riots in which 60 soldiers were

injured, U.S. military officials said. The Cubans, who attacked U.S. soldiers with stones, ran out of the camp

after tearing down a barbed wire fence, a U.S. military spokesman said.

He said the 60 injured U.S. soldiers were trying to quell the revolt. "There were cuts and bruises but no serious injuries." he said

The Cubans, who were transferred

to Panama after they were picked up by the U.S. Coast Guard this summer,

have protested the slow pace of trans-

fers from the camps to the United

States and other countries. Nearly

9,000 Cuban refugees are at four

Page 7.

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camps near the Panama Canal.

injuries," he said.

Book Review

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The Dollar

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Crossword

Pointing to the possibility that the ru-

mit meeting will open Friday in Essen, Germany, is still reeling from the grow-ing rift in the Atlantic alliance over Bos-

Second of two articles

nia, and the failure of Western leaders in Budapest early this week to make any

progress to stop the fighting.
Jacques Delors, the president of the
EU executive commission, lashed out at the United States on Wednesday, saying Washington's "hasty" initiative to begin

nization membership for Eastern Europe was making it more difficult for the West to cement a stable relationship with Rus-

But privately, EU officials said the Essen meeting was unlikely to come up with anything to ease security concerns in the East. One senior diplomat predicted "short-term, tactical discussions" but no grand blueprints. "No one is ready for that," he said.

Not Helmut Kohl, the host, who was

re-elected in Parliament as Germany's chancellor last month by a single vote. Not John Major or Silvio Berlusconi, whose tenuous grips on power were un-derscored by a defeat on a key tax bill in Britain on Tuesday and a heated dispute over pension reform in Italy. Not Fran-çois Mitterrand, whose health problems have raised concern.

"These are very weak leaders, every one of them," said Jonathan Eyal, direc-See SUMMIT, Page 10

U.S. Offers Troops For Bosnia Pullout

Operation by NATO Could Involve Up to 25,000 Americans on Ground

By Paul F. Horvitz

WASHINGTON — The United States formally told its NATO allies on Thursday that it was willing to supply thousands of American ground troops — up to 25,000, according to one report — to assist in a possible withdrawal of United Nations

peacekeeping forces from Bosnia.

A senior Pentagon official said, however, that Washington did not favor such a withdrawal.

The high-ranking U.S. official clearly wished to reassure European members of NATO that Washington would come to their aid if a rescue of UN forces, many of whom come from Europe, is required. "That is what allies are for," the U.S.

One likely result of the U.S. message is a serious foreign-policy fight in Congress that could severely test President Bill Clinton's attempt to mend fractures in the North Atlantic Treaty Organization over Balkan policy. Mr. Clinton has long vowed to keep U.S. forces out of Bosnia except to

enforce a negotiated peace settlement.

There were signs that the White House hoped to put further pressure on the Bosnian Serbs to reach a negotiated settlement by reinforcing NATO unity, by stating that NATO flights were continuing over Bosnia and by reminding the Serbs that a pullout of UN troops could free NATO to

pursue vigorous air strikes.

A senior NATO diplomat said that NATO military officials were very likely to

submit a formal estimate of their requirements by next week on safely withdrawing the 23,000 United Nations protective and humanitarian forces spread across Bosnia-Herzegovina, along with tons of supplies and about 8,000 UN vehicles.

Though no final decision on a pullout has been made by the UN Security Council, it appeared that the momentum for a withdrawal was building.

"Many allies are concerned about the deteriorating security situation and have become convinced that it is necessary at least to do serious military planning on withdrawal," the Pentagon official said.

Estimates from other NATO officials and from Pentagon sources suggested that the total number of troops required could run from as few as 20,000 to as many as 40,000, in addition to substantial amounts of armored vehicles, including tanks.

The Associated Press quoted an unidentified senior U.S. official as saying that Washington was willing to provide as many as 25,000 troops. The Pentagon official said that 40 percent to 50 percent of the total force would most likely be American

"All of this is being done on an urgent asis," the NATO diplomat said, should a UN withdrawal "happen in a rather more hostile than benign environment.

Independent analysts have suggested that the UN forces, several hundred of whom remain virtual hostages of Serbian troops, may face very arduous and danger-

See BOSNIA, Page 10



Jacques Delors being applauded Thursday after he addressed a gathering of European Socialists in Essen, Germany.

London and Dublin Crises Stall Irish Talks

By John Darnton

New York Times Service LONDON - As negotiators for the British government and representatives of the Irish Republican Army prepare for their first meeting on Friday in Belfast, a hard truth has become evident: The peace process in Northern Ireland has bogged

The stalling did not happen, as many had feared, because trigger-happy gunmen broke the cease-fire on either the Roman Catholic or Protestant side, Instead, it came about because the two governments behind the process, London and Dublin, are caught up in simultaneous political

crises.

Talks are still going on in Dublin aimed

at piecing together a new governing coalition in Ireland, after a scandal over the reconciliation in Ireland." tion in Ireland, after a scandal over the failure to extradite a pedophile priest forced the resignation of Prime Minister Albert Reynolds three weeks ago. If they

NEWS ANALYSIS

do not soon succeed, the country will undergo a general election that almost no one

Dick Spring, the Irish Labor Party leader and a key figure in aligning international support for the peace process, warned Tuesday that the weeks required for an election would spell a "prolonged period of instability" that "would do potential

In London, the Conservative government of Prime Minister John Major has been obsessed with a parliamentary rebelhon among its own backbenchers. On Tuesday, the mutinous Tories brought about an ignominious defeat for Mr. Major on a tax proposal. The ruckus has meant that Whitehall cannot even focus on Bosnia, where it is thinking of withdrawing its troops, never mind Northern Ireland.

To complicate matters, Mr. Major punished the rebels by temporarily drumming them out of the party, thus losing his majority in the House of Commons. This

See PEACE, Page 10

A Trans-Atlantic Merger

International Herald Tribune
LONDON — In a merger that would

2 Banking Giants Weigh

ment banks, Morgan Stanley, of the United States, and S.G. Warburg, of Britain, are considering pooling their operations, the banks revealed Thursday.

The move, which would form an invest-ment bank with total capital of \$6.8 billion, would bring together the fourth-larg-est U.S. securities firm with Britain's largest investment bank and the leader in European mergers and acquisitions.

It would create a holding company twothirds owned by Morgan Stanley and onethird by Warburg, the companies said. Many analysts in London and New York insisted that the deal amounted to a

takeover of Warburg. The merger talks come as both banks face increasingly difficult market conditions. This has been the worst year on Wall Street since 1990, as investment banks face tougher competition and declining profits.

For British merchant banks in general, the prospect that one of its erstwhile brightest stars cannot go it alone in today's global financial markets comes as a major disappointment.

"It seems that being the biggest in the U.K. is just not big enough," said Johnny de la Hey, an analyst at S.G. Strauss Turn-

is just not big enough."
Philip Gibbs, an analyst at Barclays de create one of the world's largest invest- Zoete Wedd, listed the benefits of the deal for Morgan Stanley as "synergy, cost savings, plus a very strong European fran-

Shares of Warburg soared on the news. But analysts emphasized that the rise in share price was less a vote of confidence in the merger than in the belief that a cash bidder might emerge for Warburg. Morgan Stanley has proposed a simple exchange of

In the last month, both J.P. Morgan, the American bank, as well as HSBC Holdings, owners of the Hongkong & Shanghai and Midland banks, were rumored to be considering a bid for Warburg. Some analysts put the potential value of a share of Warburg at up to £12 (\$18.75).

On Thursday it closed at 791 pence, up 19 pence on the day on heavy trading volume. The fact that Warburg's shares soared in the hours before the announcement of a possible merger led to widespread calls in London for an investigation of possible insider trading.

Warburg has been seen as a potential candidate for acquisition ever since it stunned the London market in October See MERGER, Page 10

MASKED RALLY — Members of the Popular Front for the Liberation of Palestine gathering Thursday in Bethlehem to mark the seventh anniversary Peres, and Yasser Arafat of the PLO met at the Gaza border. Page 2.

White House Bomb Ends the Mushroom-Cloud War

WASHINGTON - The Postal Service bowed to White House pressure Thursday and changed plans to issue a stamp showing a mushroom cloud, representing the atomic bombing of Japan in 1945.

The stamp, part of a 10-stamp World War II commemorative series, will be replaced by one depicting President Harry S. Truman preparing to announce the end of

"We are changing the design of the stamp because of the importance of U.S. Japan relations at this critical time in U.S.

ton conveyed his views that it was appropriate to do so," the postmaster general, Marvin T. Runyon, said.

Announcement of the proposed stamp, part of a series designed to recall major events of the war, triggered protests in Japan and a formal objection from the Japanese government. But postal officials had been reluctant to change, citing the feelings of U.S. veterans of the Pacific war.

The Postal Service board of governors, meeting last week, reportedly told Mr. Runyon it supported the planned stamp

The switch came following two calls to Mr. Runyon from the White House chief of staff, Leon E. Panetta. The State Department had also pressed for the change. "We agree that the atomic bomb helped

speed the end of the war. But again there could be more appropriate ways to depict that event," Dee Dee Myers, the White House press secretary, said Wednesday which happened to be the anniversary of Japan's 1941 attack on Pearl Harbor. Retired Major General Charles W.

foreign policy, and because President Clin-ton conveyed his views that it was appro-president called for a change. Sweeney, the pilot of the plane that dropped the bomb on Nagasaki on Aug. 9, 1945, three days after the Hiroshima bombing, also expressed concern about the planned stamp, calling the proposed artwork "too heavy-handed." He suggested a stamp depicting two B-29 bombers against a blue sky.

The stamp, based on a painting by William Bond of Arlington, Virginia, showed a mushroom-shaped cloud and carried the wording: "Atomic bombs hasten war's end, August 1945." Japan surrendered within a week after the bombings.

Links to Russia At a Low Point, U.S. Aides Say

By Steven Greenhouse

New York Times Service
WASHINGTON — Stung by Moscow's opposition to their proposal to expand the North Atlantic Treaty Alliance, Clinton administration officials acknowledge that relations with Russia have sunk to their lowest level in years.

Eager to ease the tension, administration officials said that high-level contacts had opened and that Vice President Al Gore would seek to mend fences next week in Moscow.

Several officials said they were surprised by the bitterness of the attack against NA-TO's expansion that President Boris N. Yeltsin made Monday in Budapest, saying that he was not merely playing to his domestic audience but was underlining important differences between Moscow and Washington.

"We obviously have some very serious problems about how we are going to deal with Russia over the next months and couple of years about the future of Eu-

rope," a senior administration official said.

The differences were underlined last week in Brussels when the Russian foreign minister, Andrei V. Kozyrev, angered and embarrassed the United States and other NATO members by refusing to sign documents spelling out Moscow's plans to cooperate with what NATO calls the Partnership for Peace, a loose association with former Soviet-bloc countries.

Tensions are also running high over Bosnia, with Russia joining France and Britain in opposing the administration's calls -now renounced - for air strikes against the Serbs. Russia also blocked a Security

See TIES, Page 10

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Russia Gets 7 Captives, **But Delays** Negotiation

MOSCOW - Moscow played a waiting game Thursday with the rebel republic of Chechnya, which is ringed by Russian troops and tanks and poised for war.

After two days' delay, a se-nior Russian military officer finally reached the Chechen capital, Grozny, in the evening and collected seven Russian prisoners captured while fighting undercover with the Moscowbacked Chechen opposition last

The separatist leader of Chechnya, Dzhokar Dudayev, promised to free all Russian captives during talks on Tues-day with the Russian defense minister, Pavel S. Grachev. Fourteen captives had been returned before Thursday, and Mr. Dudayev said that one Russian remained in a Grozny hos-

"I think Dudayev's move was motivated by humane feelings," the Russian officer, Colonel-General Ivan Chizh, said in Grozny after the handover.

But General Grachev indefinitely postponed his return to a mountain town near Chechnya, where he had been expected Thursday for more talks with Mr. Dudayev, the Itar-Tass press agency said.

The official Russian agency gave no reason for the post-

ponement.

Earlier, a Russian govern-ment center formed to handle the Chechen crisis said that Mr. Dudayev had dropped objections to holding peace talks with local opposition forces.

It said that representatives from Moscow and the two Chechen sides would begin talks in the southern Russian town of Vladikavkaz on Monday after-noon. But Chechnya swiftly denied the Russian statement.

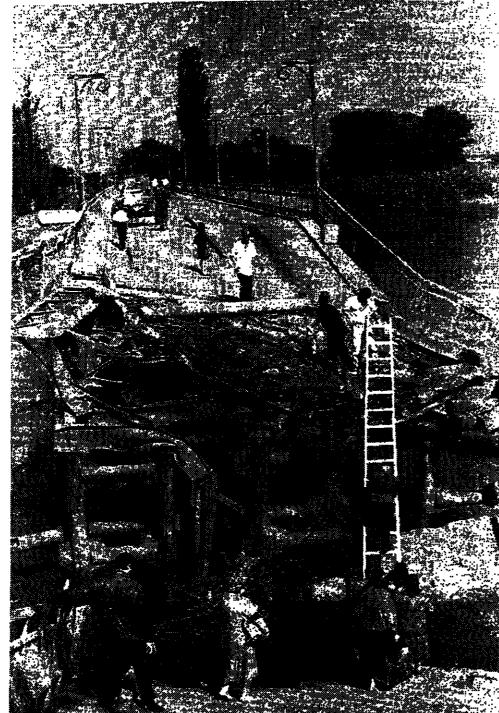
The Chechen republic's delegation agrees to meet only the Russian Federation's delega-tion," a spokesman for Mr. Du-dayey told Itar-Tass. Mikhail S. Gorbachev, who

was presiding over the final days of the Soviet Union when Mr. Dudayev declared his republic's independence from Russia in 1991, offered Thursday to mediate in the conflict. Mr. Gorbachev made the offer in a telephone conversation with Mr. Dudayev.

Moscow has shown its hand in Chechnya more and more openly since its soldiers were captured last month.

On Wednesday, Moscow ordered Chechnya to drop its independence bid or face a fierce clampdown. Mr. Dudayev asserted that the Russian stance was forcing Chechnya into war. Both houses of the Russian Parliament met Thursday on

ius ask the butler...



Chechens near Grozny using a ladder Thursday to cross a bridge damaged in air raids.

Kurdish Lawmakers Sentenced by Turkey Slasher Attacks Shoppers in England

Case Draws Western Charges Of Human-Rights Violations

By Kelly Couturier

Washington Post Service
ANKARA — In a trial that has raised questions about the limits of democracy in Turkey, a Turkish court sentenced eight Kurdish members of Parliament to prison terms ranging from 3 to 15 years on Thursday for their involvement with a Kurdish separatist terrorist

Hours before the sentences were announced, the State Sewere announced, the State Se-curity Court dropped treason charges — which carried the death penalty — against the eight. Seven of the Kurds were members of the pro-Kurdish Democracy Party, abolished by the government in June. In-stead, they were charged under articles of the Turkish penal code that involve aiding and code that involve aiding and abetting outlawed groups.

Sentenced to 15 years were Leyla Zana, the only woman in the group, as well as Hatip Di-cle, Ahmet Turk, Orhan Dogan and Selim Sadak for urging support for the outlawed Kurdish Workers Party, or the PKK, the Marxist separatist group that has been waging a bloody insurgency in the country's south-

Sedat Yurttas was sentenced to seven and a half years in prison for urging people to support the Workers Party and each given a three-and-a-half-year sentence for spreading sep-rorism problem.

aratist propaganda; however, their release was ordered on the grounds that they had already spent nine months in jail.

Six of the deputies have been jailed since March, when their parliamentary immunity was lifted at the request of the State Security Court, which handles cases related to terrorism. The two others were arrested after the Democracy Party was abolished in June.

Videotaped speeches and taped telephone calls were used as evidence in the trial, which was widely decried by humanights activists in Turkey and the West as a denial of freedom of speech and the democratic

Turkey is to sign a customs union agreement with the European Union this month, but the trial has further damaged its ties with the West, which has been pressuring Turkey to im-prove its human-rights record. The European Parliament suspended contacts with Turkish counterparts over the trial, and international observers said they would protest the sentencing to international organiza-

The U.S. State Department eastern provinces for more than stated its "deep concern" over a decade, and for acting on or- the trial, while President Frana decade, and for acting on or-ders from the Workers Party leader, Abduliah Ocalan. the trial, while President Fran-cois Mitterrand of France sent a letter to European leaders a letter to European leaders urging support for the Kurdish parliamentarians. Turkey has grown increasingly sensitive to outside criticism of its handling praising its cause, and Sirri Sa-of the Kurdish conflict, stress-kik and Mahmut Alinak were ing that there is no "Kurdish

WORLD BRIEFS

LONDON (Reuters) - A man armed with a knife slashed the throats of 14 people, mostly women, at random in a department

store in Birmingham on Thursday before being arrested.

The man calmly walked around a Rackhams store with two knives, one a long carving knife, apparently targeting women and slashing at their throats. Ambulance services said about 35 people were treated for wounds or shock; 14 were treated for stab or slash

wounds, and 2 were seriously hurt.

A 30-year-old man was arrested. "He was very calm and didn't say a word when he walked into the shop," a witness said. "I saw him grab at a woman and she screamed out. Then he cut her."

Belgian Defense Chief Is Forced Out

BRUSSELS (AP) - Defense Minister Léo Delcroix resigned Thursday after allegations of tax fraud in connection with a villa he owns in the south of France. He was the fourth high government official to be forced out in a year of political Mr. Delcroix said he stepped

down to keep the government from becoming implicated in the affair, and observers said that the center-left coalition of Prime Minister Jean-Luc Dehaene was expected to survive. Mr. Dehaene announced later that Karel Pinxten, a member of the Flemish wing of the Christian Democratic Party, would become the new defense

Mr. Delcroix had denied ear- Mr. Delcroix, whose villa in lier this year he owned a villa in Provence, but acknowledged otherwise Wednesday.



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Provence is at the center of the tax fraud allegations.

Slovak Coalition Excludes the Center

BRATISLAVA, Slovakia (Reuters) — Slovakia's prime minister-designate, Vladimir Meciar, will form a coalition government with leftist and extreme-rightist parties on Sunday, ending a two-month political stalemate, according to his party.

Mr. Meciar's Movement for a Democratic Slovakia, which won

35 percent of the vote in October on a populist-nationalist platform, said Thursday it would sign a pact with the extreme-rightist Slovak National Party and the leftist Slovak Workers Party. The three parties had already formed a loose 83-seat voting bloc in the 150-member Parliament.

The new cabinet, if accepted by President Michal Kovac and approved by Parliament, would be in sharp contrast to the current centrist government, installed after Mr. Meciar was toppled in March by a parliamentary vote of no confidence.

Chinese Group Appeals on Dissident

BEIJING (Combined Dispatches) — A group of 22 prominent
Chinese intellectuals and dissidents appealed to the authorities
Thursday to halt what they said was police harassment of a former
student dissident leader, Wang Dan. In an open letter, the group
deplored the treatment of Mr. Wang and called on the international community to take up his case

tional community to take up his case.

Mr. Wang, 25, who has been under 24-hour police surveillance since the fifth anniversary on June 4 of the 1989 crackdown on the democracy movement, filed a suit against the Beijing Public Security Bureau on Monday, claiming violation of his civil rights.

3 Die, 150 Hurt in Bangladesh Clash

DHAKA, Bangladesh (Reuters) — Three people were killed and nearly 150 wounded Thursday when police fired on strikers and their supporters in southern Bangladesh on the second day of an opposition-led general strike, activist leaders said.

They said the police fired on thousands of activists, mostly

members of the opposition Awami League party, in the town of Feni. The police said they acted in self-defense after the crowd, which they said included people with firearms and bombs, turned on them. Officials in Feni confirmed only one death and said there were more than 25 policemen among the wounded.

The police later raided Feni College, a stronghold of anti-

government students, arresting 53 activists and seizing weapons and explosives. Opposition parties called the strike in an attempt to force early elections under a neutral caretaker administration.

North Korea Cooperating, UN Says

VIENNA (Reuters) — North Korea is cooperating fully with the International Atomic Energy Agency over the freeze of its nuclear power industry, Hans Blix, head of the agency, said Thursday.

Mr. Blix said that talks between the UN agency and North

Korean officials in Pyongyang had been constructive and that more negotiations were planned for January. North Korea, he said, had indicated its willingness to consider additional inspectors and to facilitate the granting of visas.

Peres Meets Arafat To Reinforce Peace

EREZ, Gaza Strip — Lead- which ers of Israel and the PLO, about said. to receive the Nobel Peace

signed 15 months ago.
Foreign Minister Shimon Peres and Yasser Arafat, chairman of the Palestine Liberation man of the Palestine Liberation
Organization, put their best
faces forward after a one-hour
meeting, each addressing the meeting, each addressing the phase of their deal — Palestin-

'Chairman Arafat and myself checked today several options and each of us would like to contemplate it for some time before we shall see what will be the best approach to handle the

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ian elections and Israeli securi-

He told reporters the two of Prize, announced Thursday them and Prime Minister Yitzthat they were searching for a way to save the accord they signed 15 months ago.

Foreign Minister Shimon hak Rabin, who will share the prize with them in Norway on Saturday, would hold talks while in Oslo.

which are inherent," Mr. Peres

Mr. Peres met Mr. Arafat at

other's concerns in the next and Jericho since the Israeli handover in May, wants early elections there and in the West Bank but must first negotiate details for redeploying Israeli troops away from still-occupied West Bank Palestinian towns. Several hours after the Peres-

Arafat meeting, Israel's government, ending three days of debate, reaffirmed its support for

the peace deal. ■ 9 Killed in South Lebanon

In southern Lebanon, nine pro-Israeli militiamen were killed and 10 others wounded Thursday in two separate Hezbollah bomb attacks, Agence France-Presse reported.

EUROPEAN TOPICS

Belgian Chicken Farm Is a Borderline Case

The good intentions were there, and the will to work together, but then, apparently, business got in the way. Even in the days before the

Maastricht treaty, towns along a stretch of the French-Belgian frontier had formed what they called the Eurozone, to promote cross-border cooperation.

That's why officials in of the border, couldn't understand how their Belgian counterparts in nearby Estaimpuis could have authorized construction of a huge chicken farm -- projected population, 512,000 - without consulting them. Well, they can imagine: The farm would create 30 jobs, no small argument in local politics.

It would also create a nauseating smell, constant noise from trucks coming and going, and runoff from nitrates lie Church is willing to admit and ammonia, say its French | that there are still too many detractors. Ecologists have holidays in Spain, but says asked the European Commis- it's time for a nonreligious

to little avail. This type of intensive chicken farming was banned years ago in France and in

sion in Brussels for help, but

Flemish Belgium, but it remains legal in French-speaking Belgium. Officials in France are now pushing for an EU-wide ban.

Around Europe

Since the death of Franco in 1975, the copious calendar of religious holidays in Spain has dwindled, losing about a half-dozen festival days, including Ascension and Corpus Christi. But frustrated businessmen and industrialists say it hasn't shrunk enough. This week, for exam-ple, Tuesday was Constitution Day in Spain and Thurs-day was the Immaculate Conception. So by taking only two or three work days off, Spanish employees could manage two four-day holidays or one nine-day vacation. Spanish employers say this is madness — they expect all absenteeism records to be broken and production to plummet by some 300 billion pesetas, reports Le Soir of Brussels. The Roman Cathopoliticians screnuously dis-Filip Andronik, a 13-year-old Sarajevo schoolhoy, start-ed a rather unusual collection

holiday to be dropped, like

Constitution Day. Leftist

in 1992, when war broke out: He has kept every empty box, tin can, tube or bottle — every bit of packing material — in which humanitarian aid has come for his family, which includes his mother and brother. The count to date: 51 tin cans and 484 other containers. It basn't been easy: Every used item has to be washed, and water is obtained in Sarajevo at some

A gang of four or five masked men intercepted a truck from Hungary as it was arriving at Rungis, Paris's wholesale food market, Sunday night. The men locked the drivers in a walk-in cooler, then drove off with their booty — 13 tons of goose liver pate, worth about 700,000 francs (\$130,000). So far there are no suspects. But authorities may want to keep an eye open for anyone making extraordinarily large purchases of Sauternes.

Brian Knowlton

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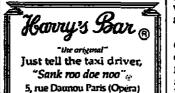
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Bossa Nova's Antonio Jobim Is Dead at 67

Compiled by Our Staff From Dispatches NEW YORK -- Antonio Carlos Jobim, 67, the Brazilian bossa nova composer whose song "The Girl From Ipanema" is a classic of the genre, died of heart failure Thursday at a New York hospital.

Mr. Jobim, Brazil's most prominent songwriter, was among the composers who developed the bossa nova sound in the early 1960s. "The Girl From Ipanema," which



Tel.: (1) 42.61.71.14

charmed the world with its sen- Edward Madigan, 58, Chief sual rhythm and romantic lyrics, earned him and the saxophonist Stan Getz four Grammy awards.

Mr. Jobim also wrote hits such as "Desafinado," "One Note Samba," "Waters of March," "Quiet Nights of Quiet Stars," and "How Insensitive." He also recorded with such stars as Frank Sinatra and the British singer Sting.

In the late 1950s, Mr. Johim helped write the music for the French film "Black Orpheus," which won an Academy Award as best foreign film in 1959.

Gilberto, who was in the process of inventing the bossa nova, as the mixture of samba ed Republican generals of the and jazz came to be called. They began to collaborate. (Reuters, AP) Thursday.

Of Agriculture Under Bush SPŘINGFIELD, Illinois (AP) - Edward Madigan, 58, secretary of agriculture in the Bush administration and a 10term congressman from central Illinois, died Wednesday.

He was diagnosed with lung cancer earlier this year and was hospitalized last week.

Mr. Madigan, a moderate Republican from Lincoln, was elected to the House in 1972. He lost his bid in 1989 for Republican whip to Newt Gingrich of Georgia, Enrique Lister, 87, General

Then, Mr. Johim met João Of Republican Spain in War MADRID (AP) - Enrique Lister, 87, one of the most not-Spanish Civil War and a former Communist Party leader, died

After the Republic's defeat in 1939, Mr. Lister left for the former Soviet Union, of which he became a citizen. There, he continued his military career, fighting in the Soviet, Polish and Yugoslav armies during World War II.

Alun Owen, 69, Who Wrote Screenplay for Beatles Film

LONDON (AP) - Alun Owen, 69, Oscar-nominated screenwriter for the Beatles' film "A Hard Day's Night," died Tuesday, said his agent, Felix De Wolfe. The cause of death was not announced.

Anthony A. Benis, 93, a banker, financial consultant and collector of fine watches who served as a consultant to the Metropolitan Museum of Art and Rolex Corp., died of heart failure on Nov. 28 in New York. TRAVEL UPDATE

Gales Blow In, Disrupting England

LONDON (Reuters) - Gales lashed Britain Thursday, disrupting shipping, closing bridges and snapping off the top of the giant Christmas tree in Trafalgar Square in London.

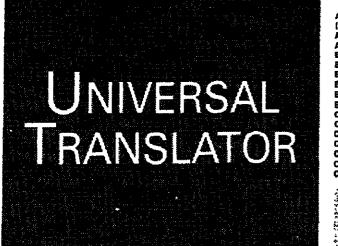
After the mildest November recorded in Britain, winter struck with a vengeance. Cross-channel ferries to France were disrupted. The Severn Bridge leading into Wales was blocked after three trucks were blown over. Drivers were hit hard as storms knocked down trees, and torrential rain caused flooding in many areas. In London, the top snapped off the Christmas tree that is given to the British capital by the people of Norway each year.

Big Ben will be lit with energy-saving lamps for New Year's. Ray. Powell, chairman of the House of Commons committee in charge of parliamentary buildings, said Thursday the work on the clock that towers over Parliament would take about three weeks and would save about £1,000 (\$1,600) a year.

Greece banned the use of mobile phones while driving because of a dramatic rise in accidents. Starting Monday, "anyone stopped for speaking on a mobile phone while driving will have to pay a 5,000 drachma fine on the spot," about \$21, a Public Order Ministry official said Thursday.

USAfrica Airways will add two more flights weekly from Johannesburg to Washington, bringing its weekly connections between South Africa and the United States to six. The airline, the only carrier to directly link South Africa and the United States, said the flights would begin next week, on Tuesdays and Thursdays. (AFP)

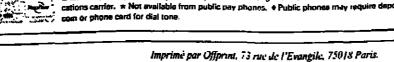
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THE AMERICAS /

Clinton Ex-Partner May Be Indicted Soon

LITTLE ROCK, Arkansas - A lawyer for President Bill Clinton's former business partner, James B. McDougal, said he had been notified that Mr. McDougal was a target of the Whitewater inquiry and he believed that the independent counsel Kenneth W. Starr was nearing an indictment of the

former owner of Madison Guaranty Savings & Loan.
The attorney, Sam Heuer, said that Mr. McDougal, the Clintons' former partner in the Whitewater real estate venture, had been notified that he was officially a target of Mr. Starr's inquiry. Such letters are commonly sent by prosecutors preparing to seek a grand jury indictment.

An indictment of Mr. McDougal would be the next major

step in what has emerged as a careful prosecution strategy as Mr. Starr develops a case that has grown from an investigation of a failed Arkansas savings and loan to an investigation of possible misconduct at high levels of government.

Mr. Starr has now announced two plea agreements, one with Webster L. Hubbell, a close friend of the president's and former associate attorney general, and another with a savings and loan real estate appraiser. It is unclear how the plea agreements will affect the Clintons. So far, there is no direct evidence of wrongdoing on their part.

Texas Republican Sets Presidential Bid

ATLANTA - Senator Phil Gramm said Thursday he would open his campaign for president on Feb. 24, just before setting off on a tour of states due to hold early primary

The Texas Republican is the first among about a dozen prospective Republican presidential candidates to announce a firm date for his declaration.

North Yows to Run Again but Not in 1996

WASHINGTON - A month after he lost in the Virginia Senate race to Charles S. Robb. the Democratic incumbent, Oliver L. North said that he did not intend to run for any

"There is a time and place for everything," he said in an interview with CNN. "And the time and place for Oliver North to run for office is not 1996 in Virginia." He added: "I do know I'll run again. But I don't know what the office is or

Mr. North said he would turn his energies to raising money for his political action committee, V-PAC; campaigning for Republicans, devoting more time to his family and business and serving as host of a daily radio talk show.

Did Gunman Mistake a Tourist for Clinton?

WASHINGTON - The Colorado man who opened fire at the White House on Oct. 29 believed he was shooting at President Clinton after having seen a gray-haired man walk-ing in the compound, law-enforcement officials said.

The man, Dennis Basso, 40, of New York, who somewhat resembles Mr. Clinton, had just emerged from the White House as part of a private tour. He was thrown to the ground by Secret Service agents as Francisco M. Duran began firing with a semiautomatic assault rifle, said the federal officials, who spoke on the condition of anonymity.

Mr. Duran has been charged with attempting to assassinate the president. On Thursday, prosecutors filed four additional firearms charges against him. He pleaded not (NYT, Reuters)

Quote/Unquote

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Representative Kweisi Mfume, Democrat of Maryland and chairman of the Congressional Black Caucus, the day after House Republicans voted to cut off funds for his and other caucuses: "We view yesterday's action by the Republican Conference as an assault on diversity in the Congress and an attempt to disempower communities through congressional ethnic and philosophical cleansing."

Leader of Mexican State Sworn In Amid Protest

TUXTLA GUTIERREZ, Mexico - Amid threats of renewed insurrection and charges of vote fraud, the ruling party's candidate was sworn in Thursday as governor of Chiapas

state in southern Mexico. President Ernesto Zedillo Ponce de León and 200 lawmakers attended the inauguration of Eduardo Robledo Rincon at the National Theater. Security concerns led officials to move the ceremony there, several blocks away from the statehouse, where a crowd of Indian and peasant protesters swelled to 3,000 Thursday

morning.

Hundreds of riot police, standing shoulder to shoulder,

surrounded the protesters.
Opponents had vowed to block Mr. Robledo's inauguration by force, but there was no

The inauguration posed the first crisis for the week-old government of Mr. Zedillo, who has pledged to reform the political system. Mr. Zedillo's Institutional Revolutionary Party has governed Mexico for 65

Indian rebels and the leftist

opposition accuse Mr. Robledo of winning the Aug. 21 elections through fraud and say Amado Avendano Figueroa of the Democratic Revolutionary Party is the legitimate winner.
Official results gave Mr.
Robledo 51 percent of the vote to 34 percent for Mr. Aven-

The Zapatista National Lib eration Army, one of the groups that opposes Mr. Robledo's inauguration, rebelled Jan. I to press for better living conditions for Indian peasants in Chiapas, Mexico's poorest

Federal Court Overturns Arizona Law on English

Los Angeles Times Service LOS ANGELES - A federal appeals court has struck down an Arizona law that ordered state employees on govern-

ment business to speak and write only in English. In a 3-0 decision, the 9th U.S. Circuit Court of Appeals in San Francisco ruled that the statute, enacted into law by Arizona voters as Article 28 of the state constitution in 1988, violates the U.S. Constitution's guarantees to freedom of

speech.
"We recognize the importance of promoting democracy and national unity and encouraging common language as a means of encouraging such unity," Judge Stephen Reinhardt ruled Wednesday. "We cannot agree, however, that Article 28 is in any way a fair, effective, or appropriate means of in any way as these interests."

promoting those interests." Last June, the Supreme Court cleared the way for private employers to enforce English-only rules for their workers.

Republicans Dump Rule Book and Write a New One

By Michael Wines

New York Times Service WASHINGTON - Ripping up the rulebook by which Democrats controlled the House of Representatives for 42 years, Republicans have offered a radical new one which, they promise. will make the unwieldy chamber smaller, more open and far more parsimoni-

The changes would dismantle three House committees and 25 subcommittees, eliminate 660 committee employees, end closed-door hearings and unrecorded committee votes, and require fifths of lawmakers rather than half.

changes were, in a way, outweighed by rejected.

the collective message they send to the nation's angry electorate.

"The biggest thing felt beyond the Beltway is that we are doing real things," he said. "For the first time in many, many years, there is a political leadership that is doing after the elec-tion exactly what we said we were going to do before the election."

The changes announced on Wednesday still have to be approved by the full House, and some are sure to rankle those Republicans whose power and prestige will ebb as their committees shrink. But given Mr. Gingrich's hold any tax increase to be voted by three- on the new majority - a grip that would be further strengthened by the The next House speaker, Newt changes proposed — it seemed unlike-Gingrich, said that the individual by that much of the package would be

The next chairman of the Rules Committee, Representative Gerald B.H. Solomon of New York, said the proposals amounted to the farthestreaching overhaul of House procedures since Congress passed its own

reorganization law in 1946.
"This is what the American people have been calling for," he said. "We are going to try to restore this body to the once-proud body that it was in the eyes of the American people."

To do that, the Republicans propose to do away with a multitude of regulations and restrictions that have dictated, for better or worse, the basic functions of the lower chamber.

The most eye-catching of the proposals, affecting committee sizes and staff, were also part of the "Contract

A top aide to the House Democratic leadership, who spoke on condition of authority. The new majority also pro-anonymity, said Wednesday that even posed on Wednesday to limit the ten-Democrats were likely to vote for many of the changes.

The Republicans plan to abolish three panels — the Merchant Marine and Fisheries, Post Office and Civil Service, and the District of Columbia committees — giving their duties to existing committees.

As promised in their contract, they also propose to cut the overall staff of House committees from about 1,960 workers to about 1,300 next year.

With America" that was the House chairmen to eliminate 25 of the 120 or Republican campaign platform this so existing subcommittees. But the committee changes go beyond simply streamling the House's lawmaking ure of committee chairmen to no more than three House terms, or six years, dealing a serious blow to a seniority system that Democrats tried half-hear-

tedly to dismantle in the late 1970s. And the Republicans moved to further limit the power of committee chairmen by prohibiting several panels from claiming authority over important or politically popular bills. The effect would be to avoid logiams like the one over book over legiclation the one over health-care legislation. when three House panels tried to write They would also require committee three separate and contradictory bills.

CIA Offers \$410,000 In Sexual Bias Suit

By Walter Pincus

Washington Pont Service
WASHINGTON -- The WASHINGTON — The ready in disrepute because of Central Intelligence Agency has the spy Aldrich H. Ames. agreed in principle to pay \$410,000 to settle a sex discrimination suit brought by a senior case officer who alleged her career was ruined after she reported a male subordinate for CIA director, R. James Woolbeating his wife.

The officer, a 24-year veteran who was CIA station chief in tions of gender discrimination Jamaica from 1989 to 1991, alleged that the agency falsely ac-cused her of being an alcoholic and seductress after she disciplined the wife-beater.

If the settlement receives final approval, the deal would avoid a trial in which the officer had planned to allege that alcohol abuse and promiscuity were widespread among the agency's officers. Her contention was that male CIA officers were not punished for engaging in such behavior, while she was censured by agency investigators based on false charges that she had done the same.

The lawsuit, along with the threat of a class-action discrimination suit by more than 100 of the agency's female case station.

LOS ANGELES - Closing

in on the end of a two-month

process, the judge and lawyers

in the O.J. Simpson murder tri-

al have completed their ques-

tioning of alternative juror can-

the group of panelists who have

iurors were allowed to leave.

Two prospective alternative

This is for someone who

doesn't have a life," a 53-year-

old telephone company worker said after Superior Court Judge Lance A. Ito dismissed her. I

The woman and another pro-

spective alternative, who said he was unemployed, were dis-

missed after being questioned in Judge Ito's chambers. That

left a pool of 40 under consider-

ation for the 12 alternative posi-

tions. Attorneys were to start

reducing that figure Thursday

by exercising peremptory chal-

come this far.

have a life."

Simpson Trial Nears

End of Jury Selection

didates and begun weeding out Judge Ito has said allegations of

officers, has brought additional bad publicity to the service, al-

The woman has used the pseudonym "Jane Doe Thompson" in the lawsuit, filed in Alexandria, Virginia. In a statement released Thursday, the sey Jr., said the settlement "does not concede the asserthat the woman made in her lawsuit.

"The goal was to achieve closure on Ms. Thompson's claims," the statement said, "and put this case behind us."

Mr. Woolsey said his "one overriding reason" for settling was his determination to "focus on the future, not on litigation based on events of several years

He used similar language in his attempts in September to end public focus on the Ames

Before filing charges against her subordinate, the officer had an exemplary record and was one of the few women in the agency to become a chief of

be called into action if any of

the panel's original 12 members

were excused between now and

There have already been indi-

cations that this may happen.

misconduct might force the re-

jurors, who were sworn in a

clude anything from improper

contact with attorneys to inad-

vertent exposure to publicity

Three of the 12 members of

the jury were questioned by the

judge in private on Wednesday

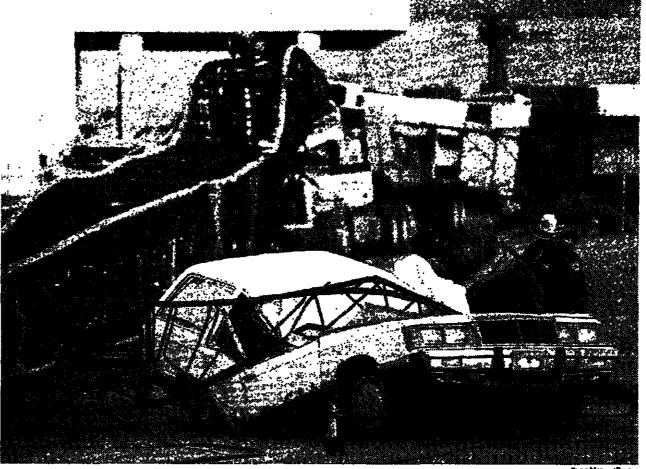
and told to return Thursday,

Van Cleef & Arpels

PARIS, GENEVE, BRUXELLES, CANNES, MONTE CARLO, MILANO, ROMA, BEVERLY HILLS,

HONOLULU, NEW YORK, PALM BEACH, OSAKA, TOKYO, HONG KONG, SEOUL, SINGAPORE

the end of the trial.



Officials examining a car crushed by a crane that fell from the roof of a casino in Laughlin, Nevada, killing 3 people.

Away From Politics

 A federal judge in Engene, Oregon, has blocked the country's first assisted sui-cide law, which allows doctors to prescribe lethal doses of drugs to terminally ill patients. (Reuters)

. Failures of design, construction and inspection caused more damage in the Los building-code deficiencies, in many cases, engineers commissioned by the state of California have found. (L4T)

• Dengue fever is sweeping Puerto Rico and carbamazepine a in the worst epidemic of the mosquito- a third of patients.

borne disease in the U.S. commonwealth's history.

• The American Psychiatric Association has issued new guidelines for the best treatment of manic depression, emphasizing that the illness can be successfully treated with the right combination of often misdiagnosed and mistreated. Lithium remains the best basic treatment for most people, but the drugs valproate

and carbamazepine are useful for about

• Regency Cruises Inc. agreed to pay \$250,000 in fines after admitting that two of its ships dumped garbage-filled plastic bags in Florida waters last year.

In addition, Regency agreed to run full-page advertisements in newspapers cing its guilt.

 Two teenagers suspected of killing two security guards were captured near Lake of the Ozarks, Missouri, when law officers traced a phone call they had made to

moval of one or more of the 12 Back-Pain Sufferers Advised to Wait It Out month ago. Misconduct can in-

WASHINGTON - Most people stricken by sudden, painful episodes of low back pain do not need surgery or diagnostic tests or treatments, a

when Judge Ito "will announce the status of the jury," said the The problem will go away main defense attorney, Robert

government-supported panel of experts reported Thursday.

spontaneously for 90 percent of sufferers within four weeks, the The jury now includes eight experts said. The best advice is blacks, two Hispanics, one to spend no more than three white and one person of mixed- days in bed, take painkillers race. Fight are women and four and start moderate exercise ear-



Develop a Hotel at Hong Kong's New Airport

The Provisional Airport Authority (PAA) is charged with developing Hong Kong's new airport. The PAA has identified a site of approximately 9,000 square metres adjacent to the Passenger Terminal Building for the development of the first hotel at one of the world's largest international airports. In addition, there may be an opportunity to develop a multi-storey car park on an

This opportunity will enable a developer to provide a hotel that, on amont opening, will serve a market estimated at 30 million passengers annually and an airport workforce of more than 30,000

The PAA is looking for an experienced developer to construct and operate the hotel. Parties interested in this opportunity can contact the PAA, in writing, for an Expressions of Interest document. Responses to the series of questions in this document will be used to draw up a short-list of developers. Responses must be received by 5:00pm on 12 January 1995 (Hong Kong time). To receive a copy of the Expressions of Interest document, contact:

Mr. Paul Hart, Commercial Manager-Real Estate Provisional Airport Authority 25th Floor Central Plaza, 18 Harbour Road, Wan Chai, HONG KONG

Telephone (852) 8247959 or fax (852) 8242786



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Fewer Nuclear Weapons

With the recent securing of dozens of bombs' worth of uranium from Kazakhstan, Monday's signing by Ukraine of the Nuclear Nonproliferation Treaty and the belated entry into force of the 1991 Strategic Arms Reduction Treaty, President Bill Clinton has recorded three successes in stopping the spread of nuclear arms. But he will need cooperation from the Republican-controlled Congress if he is to deal with the dangers that remain: the vast nuclear stockpiles in the former Soviet Union, and the nuclear ambitions of smaller countries around the world.

There is a clear link between America's interest in curbing nuclear arms and its willingness to wind down its own nuclear programs. Failure to acknowledge that link could jeopardize chances for an unlimited extension of the Nonproliferation Treaty when it comes up for review in mid-April. Unless the United States and other nuclear states do more to disarm, Mexico and others may withhold support. Further disarming would not only satisfy the holdouts but also dampen the ambitions of states that covet nuclear arms.

Mr. Clinton can provide direction by making the case to Congress that the fewer the warheads, the safer the United States. He should then seek deeper nuclear cuts with Moscow, a ban on tests and a halt in production of all nuclear material. As to Moscow, Mr. Clinton needs to persuade the Senate to ratify the 1992 Start-2 accord promptly and to propose new talks

He could also make deeper cuts under Start-2, which fixed a ceiling on warheads of 3,000 to 3,500. Washington has no

military requirement for the higher number. With Senate backing, Mr. Clinton could now cut to 3,000 and show the world that the United States is ready for further disarming. That would also make it easier for Russia's Parliament to ratify the accord and speed its scrapping of warheads, leaving it with fewer to safe-guard and diminishing the risk of diversion to other countries.

Second, Mr. Clinton could stimulate efforts to negotiate a comprehensive test ban forbidding all nuclear blasts. Completing a draft text by spring would help assure overwhelming support for exten-sion of the treaty. A global ban would also stigmatize any would-be nuclear state that tried to test.

Finally, the administration needs to broaden its approach to a worldwide ban on the production of plutonium and enriched uranium. Washington now wants to prohibit production of those materials for military use. That ignores large nonmilitary stocks of nuclear material, which are not well secured against theft and misuse. The ban's reach has to be extended.

An airtight ban on production should not arouse intense Republican opposition. The test ban also has had bipartisan backing. However, some Republicans oppose ratifying Start-2 and seeking further cuts in nuclear stockpiles — despite the military's backing for both. All three steps are needed to build support for an unlimited extension of the Nonproliferation Treaty. Better yet, they will make the United States more secure against the spread of nuclear arms.

— THE NEW YORK TIMES.

Caving In to Hamas?

The latest snag in Israeli-Palestinian talks is serious --- serious enough to derail the talks. By the guiding Oslo accords, the Israelis were supposed to withdraw from "populated areas" in the West Bank so that Palestinian elections could proceed. But the Palestinian terrorist groups have taken a toll of Israeli lives, confidence and political will, and, to PLO chairman Yasser Arafat's dismay, the Labor government is backing away from its withdrawal commitment on grounds that it would not be able to protect the Jewish

West Bank settlers. The resulting stalemate, of course, could have been expected. It is what Hamas has openly sought, and what Israeli, Palestinian and other partisans of peace have repeatedly warned against. The right response would have been for Israelis to demand that the PLO tighten up its policing of Palestinian killers and for Palestinians to expect Israel to keep to its promise to peel back the occupation of the West Bank. That was the core bargain of Oslo, and, difficult as it is to put into effect, there was and is nothing wrong with it.

What is wrong, however, is that the Clinton administration seems to have lost ment of which it is the leading patron and a direct signatory. Oslo did not say that if one or the other side had trouble making good on its commitments, the United States would show an understanding of the political difficulties and allow delivery to lapse. On the contrary, Oslo said that everyone had to hold hands and make the tough decisions. Incredibly, this is the commitment that Warren Christopher now appears ready to breach.

Yes, it is painfully hard for Israel to keep dealing with one group of Palestinians while another group is murdering its citizens. But the PLO's own constituency —forget its critics for a moment is already inclined to believe that the talks have brought only symbolic and insubstantial gains. For the Israelis to halt withdrawal is to pull the rug out from under the whole Arafat strategy of abandoning armed struggle and negotiating a settlement.

Is it really possible that Bill Clinton is going to cave to Hamas? If his administration cannot stay true to its own agreement, which it signed on the White House lawn and hailed as a premier achievement, then what can it be relied on to do?

- THE WASHINGTON POST.

Gingrich Cleans House

The speaker-designate. Newt Gingrich, must be given his due. Much of the House crystal that he has broken in his bullish passage to the leadership needed breaking. His basic reforms make sense. He has reduced the number of committees. He is on the right track, provided he really backs off from his self-serving plan to abolish the Ethics Committee. Similarly, the plans to limit chairmen to three terms and to end joint committee jurisdiction over important bills make sense.

These changes must still be approved by the full House. The Democrats will be smart to vote with him to show that they heard the voters' condemnation of their sluggish old leaders.

Mr. Gingrich's provocative decision to eliminate financing for 28 House caucuses is also winning nods from students of congressional influence-peddling. Notwithstanding the criticism - no doubt partly legitimate — that he is interested in weakening potential opposition from the black and women's caucuses, this is a refreshing move. Nothing will stop the Congressional Black Caucus, the Congressional Caucus for Women's Issues or any of the other caucuses that will lose space and funding from continuing to meet and share information.

Mr. Gingrich's decision faces up to a reality conveniently ignored by the Democrats when they were in power. Some of the caucuses, like the ones set bold mobilization against Iraq. The record Democrats when they were in power. Some of the caucuses, like the ones set up by the New York and Pennsylvania delegations to push their interests, simply have no rationale for existing at public expense. The Senate has no comparable organizations, and for good reason. As critics point out, the groups are constancy. Is he simply weak? If so, how manipulated by outside lobbyists, use could he have become president? public money with little or no account-

ability, underwrite wasteful trips and reinforce petty divisions.

There is one problem left behind from the removal of caucus funding, Many caucuses have close ties to companion nonprofit "foundations" or "institutes" that accept unlimited, undisclosed contributions from special interests and will now be even more eager to pass along benefits to the caucus members. Mr. Gingrich and his reformers need to tackle the admittedly difficult task of regulating this

sophisticated system of buying influence. But he has made a good start and deserves his moment of crowing for "doing after the election exactly what we said we were going to do before the election."

- THE NEW YORK TIMES.

Other Comment

The Clinton Roller Coaster

[President Bill Clinton's] foreign policy resembles a roller coaster ride, with breathtaking ups and downs. It is difficult even to remember all the oscillations of the Clinton pendulum. It went from an initial commitment to multilaterism, which means more loyal support for the United Nations, to the withdrawal of U.S. forces of Mr. Clinton's pirouettes was demonstrated in his approach to Bosnia. American policy has undergone continuous sudden changes. For two years we have been wondering about the reasons for this in-

- Il Giorno (Milan).



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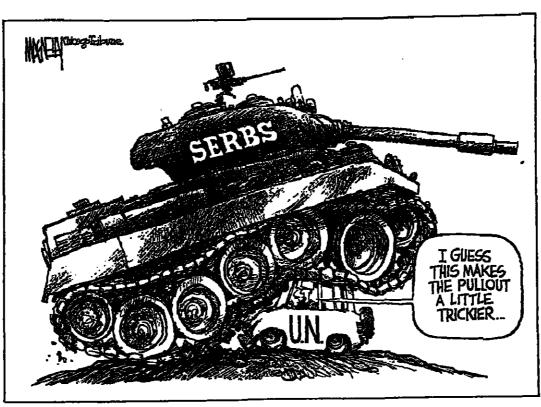
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Ukraine Between Russia And Western Comforts By Flore 1

VIEV — The atmosphere, if not I the living, has eased a bit since Leonid Kuchma became president of Ukraine last summer. There is no longer the taut sense that things could erupt any day.

A Western diplomat taunted me for taking a bleak view after my visit nearly a year ago. "How do you explain that there hasn't been a blowup?" Perhaps it is the stoicism, the patience, the resilience of the people, perhaps it is luck. The same question could be asked about Russia, where catastrophe has been expected at the onset of every winter for the last five years. It hasn't happened, although the danger hasn't disappeared.

Western strategists see the future of Ukraine as the key test of the kind of Russia the world will

have to deal with in coming years. Can Moscow really adjust to its sovereign independence?

If so, the prospects are fairly good for the kind of cooperative international relations that the end of the Cold War appeared to promise. If not, serious regression in Europe is likely, and the issue of NATO, which rolled Boris Yeltsin at the Budapest summit. this week, will be acute.

Many people here say that they are surprised by Mr. Kuchma, and that the Russians are disappointed. On the basis of his election campaign, he was expected to be ultra-accommodating, even subservient. He-hasn't been, although he has: managed to smooth relations with a firm but nonprovocative style that makes the tough, outstanding issues a little less dif-: ficult to manage.

Before his election he had been

a prime minister, and before that the director of a big missile factory. — which incidentally, is still make ing missiles. He is decisive, a relief for people who were coming tofor people who were coming to-yearn for a strong leader in a large, extremely varied country of 53 million that seemed to be drifting precariously toward the rapids.

He is trim, redheaded and straight-spoken, capable of sharp, no-nonsense argument of the kind. he used to drive a reluctant, divided Parliament to overwhelming. endorsement of the nonproliferation treaty renouncing nuclear arms. It was signed at the Budapest meeting, with President Bill: Clinton and President Yeltsin.

But there is still ambiguityabout the security "assurances" (not guarantees) he was promised return. That makes expansion of NATO a critical question.

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The dominant view here is that extending the alliance to Poland, Hungary, the Czech Republic and Slovakia, as Washington favors would isolate Ukraine and leave itfor Russia to gobble up again. There is a counterargument, however, that having NATO on its western borders would bolster it and make it more nearly a part of the West's security concerns.

Barring dramatic changes. there isn't much chance that Ukrainians will get their wish to be promised admission to the alliance even in a decade. Meara, while, officers are enthusiastic participants in NATO's Partnership for Peace, relishing the contacts and joint exercises it pro-

vides with Western military men. Russia's unexpected, last-minute decision not to join the Partnership came as a shock. But it did show that critics who deride this halfway house as a futile, meaningless charade are wrong It is producing practical achievements and it is taken seriously.

Mr. Yeltsin's harsh denunciation of any eastward extension of NATO and his refusal to allow any mention of Bosnia in the Budapest communiqué are signs of continuing development of Moscow's policy away from cooperation with the West and toward

national seif-assertion. That indicates that it was a mistake not to make the commitment for eventual inclusion in the alliance to the four East European candidates earlier. It would be a bigger mistake to accept Russia's veto on it now.

If Moscow maintains the Gorbachev "new thinking," which accepts that you don't enhance your own security by making neighbors insecure, it should accept that it is better for these countries to be embraced in a defensive alliance than to be left in a frightening vacuum. If it doesn't, if it is reverting to its military's traditional view that you are stronger when neighbors are intimidated, Eastern Europe has reason to be worried, and

It is in this context that Ukraine's relations with Russia are so critical. Good economic ties are necessary. Beyond that, how it deals with Kiev is a test of Moscow's intentions and political leaning. Ultimately, success or failure of economic recovery in both countries will be decisive for stability. Meanwhile, security remains a concern, and NATO is indispensable.

O Flora Lewis.

Dengist China After Deng? Not Certain but Likely

GENEVA — Amid all the uncertainty about Deng Xiaoping's succession, it is as well to look at things less speculative. The danger is to pay too much attention to signs of power struggle in Beijing and ignore some-thing larger at work — the ideas that have

shaped China's dramatic transformation. Deng Xiaoping, the paramount leader, has never been known as an intellectual, yet his ideas have influenced China in the last 15 years more than any others. The recent publication of his works in China is a new attempt by Mr. Deng to influence China's future.

Stalinism crumbled after the dictator's death; Maoism did not outlive Mao. Will Dengism survive Deng? Let's simply assume that ideas which have transformed China so much in so short a time will have a bearing on

After more than a century of wars, revolutions and ideological frenzy, the country has finally become more pragmatic, promarket and pro-gradual-reform.

the country's future. The following are recur-

growth and ultimate "common prosperity."

Market economy. He regards the market economy as ideologically neutral, and economic reform as necessarily market-oriented. So he promotes the nonstate sector and trade, and pursues an open-door policy to attract foreign capital and technology.

Political rationalization, not democratization. Mr. Deng urges improving the political system's efficiency without changing its fundamentals. He contends that democracy based on adversarial politics would divide the Chinese and make the transition to a market

Authoritarianism. He wants pro-business authoritarianism — a hard state and a soft economy, with an elitist party to enforce reforms and resist pressures from specific

gies and tactics, and should produce the high-

social groups and partisan interests. hualism. He conceives reform as incremental but persistent. Reforms require strate-

ring themes in Mr. Deng's "socialism with Chinese characteristics":

Development. Mr. Deng gives priority to economic development, reducing the goal of "Chinese socialism" to that of economic

economy more difficult.

est payoffs at the lowest cost.

By Zhang Weiwei

Pragmatism. For Mr. Deng. answers to China's problems cannot be read straight out of Marxist writings or Western classics. Re-form policies should first allow for trial and error on a small scale, before being introduced on a larger scale.

Nationalism. More a nationalist than a Communist, Mr. Deng sets out long-term goals for China to restore past glory, catch up with the developed countries, and retain its identity as a major power. This identity will differ from both Western capitalism and Soviet communism.

Single-mindedness. He is not interested in ideological battle with the West. His approach is to mind China's own business, let economic performance speak and laugh last. Despite its lack of intellectual structure, Mr. Deng's hybrid doctrine has largely

shaped the course of China's successful economic reform. In a matter of 15 years, the economy has nearly quadrupled and living standards have tripled. True, market-oriented development is in

frequent conflict with professed moral and social goals. Gradualism wastes some good opportunities for reform. Authoritarianism reveals China's institutional weakness and the lack of respect for certain individual rights.

But Mr. Deng has lived long enough for his reform program to give most Chinese tangible benefits. And there is still no other credible model for a large country like China to move out of Stalinism. Russia's prolonged turbulence has rendered Deng-style gradualism more appealing.

Although Dengism has sharply curtailed pro-Western pressures for a multiparty system, it has increased elements of democracy and led gradually to informal liberalization of many aspects of China's social life, with unprecedented autonomy for local governments, firms, and rural and urban residents.

Compared with Maoism, Dengism seems to strike more strongly certain chords of common sense and Chinese culture. Market-oriented development has unleashed people's energy for dream of the Chinese modernizers for a strong and prosperous country. And authoritarianism, contentious as it is, is perhaps more typical than unusual in Chinese political culture.

China's social mood today is considerably different from 1989, when most Chinese intellectuals looked to Mikhail Gorbachev for inspiration. "Reform" and "reformers" have "dissidents." Mr. Deng's popularity in China today is surely greater than Bill Clinton's or John Major's in their respective countries.

become more popular than "revolution" and

It follows Mr. Deng's ideas are unlikely to be completely swept out with his death. The likelihood, whoever succeeds him, is that the main thrust of Dengism will determine the broad pattern of political and economic developments for many years to come.

Economic liberalization may still take priority over democratization. A gradual but persistent approach to reform may still prevail. The party's "zone of indifference" may further expand, while tolerance for radical dissent remains limited.

China is undergoing tumultuous transfor-mation. Continued political shifts and social dislocations will be inevitable. Widespread corruption and social malaise are already tormenting the regime. A recent study by China's prestigious Fudan University bas identified six possibly major crises: increasing gaps between regions, unemployment, high inflation, corruption, rising crime and internal migration. The study advises the government to avert the simultaneous eruption of all six. But the chance of any U-turn away from

market-oriented reform is slim, as the reform has acquired its own impetus. And something larger is definitely at work despite all China's serious problems. After more than a century of wars, revolutions and ideological frenzy, the country has finally become more pragmatic, pro-market and pro-gradual-reform. This collective maturity is still fragile, given the pace and scale of China's ongoing social

dislocations. Dengism is apparently unable to cope with all the above-mentioned crises. Any mismanagement of them could be very costly for the drive toward modernization. Drawing strength from economic performance, memories of past political chaos and the lessons from Russia, Dengism may con-

tinue to prevail. But efforts to interpret and transcend Dengism have started in China. As the country further develops, new ideas and interests emerge, and a political structure to accommodate them must be found. A more democratic China may well emerge,

but perhaps more as a result of gradual reform and greater prosperity, which have been facilitated by Deng Xiaoping's doctrine, than of radical democratization.

The writer is a research fellow of the Modern Asia Research Center, University of Geneva. He contributed this comment to the International Herald Tribune.

Anti-Government Libertarianism Spreads in America

WASHINGTON — The role of the religious right in the Republican Party has commanded so much attention that it is now obscuring an even more momentous development in the par-ty: the rise of libertarians as a key party constituency, and the cen-trality of libertarian ideas to

many of the party's new leaders. The new crop of Republicans is more opposed to government and has more faith in the unregulated market than even the most conservative members of the older Republican generation.

If you want to know how much the pendulum has swung, consider this: In the recent contest over who would be the Senate Republican whip, Senator Alan Simpson of Wyoming, a solid conservative with no love for liberals. was considered the "moderate" when compared with the victor, Senator Trent Lott of Mississippi.

Libertarianism is a philosophy of radically limited government. While there is a range of opinion among those who call themselves libertarian, libertarians basically believe that the only legitimate functions of government are to protect citizens from force and fraud and to enforce contracts. If they had their way, libertarians would get the government out of everything else, including education, the postal system. Social Security, medical care, environmental regulation, farming - and

that's just for starters. In foreign policy, libertarians are resolutely nominterventionist - "isolationist," if you prefer and that pushed them out of the mainstream of the Republican Party during the Cold War. Now many Republicans are attracted to the libertarians' foreign policy

The basic impulse of the libertarian was captured by Murray Rothbard, an economist and longtime libertarian activist. "If you wish to know how libertarians regard the State and any of its acts," he wrote, "simply think of the State as a criminal band, and all of the libertarian attitudes

cant role for government.
Governor Bill Weld of Massalibertarianism on many issues.

By E. J. Dionne Jr.

dation — in influence. vision, involving a minimum of American activism abroad.

will logically fall into place."

One leading neo-libertarian Republican is Representative Dick Armey, elected this week as House majority leader. One of his intellectual heroes is Ludwig von Mises, a libertarian economist who believed that "perfect capi-talism" is a system that was "never and nowhere completely tried or achieved" because most capitalist countries accepted a signifi-

chusetts is one of the party's most outspoken defenders of libertarianism, while Senator Phil Gramm of Texas leans toward

One measure of libertarianism's rise is the growing role of the Washington-based Cato Institute as a generator of ideas that find their way into Republican legislative proposals and rhetoric. Cato, always an interesting place but once marginal to Republican politics, is now approaching the older conservative think tanks pro-military, anti-Communist notably the American Enterprise

The Environment Needs Government

THE huge timber company Georgia Pacific and The Nature Conservancy have joined to protect 21,000 acres (8,500 hectares) of North Carolina forests. The hardwood bottomland areas on the lower Roanoke River comprise one of the most valuable ecosystems in the Southeastern United States.

One of the good things likely to come of the recent Republican takeover of Congress is an end to the crazier kinds of business-busting environmentalism. Government involvement in environmental protection should be moderated, but this does not mean there is no need to protect valuable habitats. Arrangements like this one will become even more important in the future

- Tulsa (Oklahoma) World

Institute and the Heritage Foun-

The emergence of the libertarian Republicans is the story of one of those quiet intellectual revolutions that can have enormous political impact. Libertarianism is attractive, especially to intellectuals, because of its rigor and consistency. Mr. Armey, for example, dislikes almost all government programs equally. In electoral terms, it is attrac-

tive to those well-off profession-

als who have nothing in common with the religious right but would

just like to be left alone, And its moral code — that everyone should be responsible for himself or herself and expect no help from the state, ever - has a certain clarity and finality. The libertarians have also replaced the Marxists as the world's leading Utopia builders. That is because they can claim that their version of a world with almost no

Tearing down the state, they insist, will work wonders. Libertarian Republicans may thus pose a far greater political and intellectual challenge to Democrats than either traditional conservatives or the religious right. But libertarianism's seductiveness needs to be confronted, because, like all Utopians, the libertarians

government has never been tried.

ignore some messy realities. For example, the libertarian notion that all individuals are entirely responsible for themselves is morally appealing as an ethic for each adult, but people don't enter the world as adults. They arrive as dependent infants, and in cases where families (or single parents) find themselves without resources - whether through their own fault or not - the infants involved may suffer in ways that make it difficult for them ever to

become responsible adults. That is why the initial impulse behind the welfare state grew from a desire to help orphans, poor children and mothers. The current welfare state may be broken, but sweeping it away won't make the problems it's trying to The effects of such an advance in solve disappear. Similarly, the civilisation will be enormous.

market does many things well, but its workings did not lead automatically to a clean environment, which is why environmental regulations exist; or to full employment, which is why unemployment compensation exists; or to universal education, which is why public schools exist; or to decent pensions, which is why Social Security exists.

These are the sorts of basic arguments that the current antigovernment mood will call forth in the coming months. The libertarians do everyone a favor by forcing this kind of ground zero debate and by pushing supporters of active government toward less intrusive and less bureaucratic uses of state power.

But the rest of us will do the libertarians a favor by preventing them from enacting their Utopia. Because if the libertarians ever get all that they want, the results will almost certainly discredit their faith that something called "perfect capitalism" either can or should exist. The Washington Post.

so does the West.

IN OUR PAGES: 100, 75 AND 50 YEARS AGO

1894: The Rolling Boat PARIS - A most interesting and

valuable invention, which seems likely to revolutionise shipbuilding, has been made by M. Bazin, the French engineer. While yachtsmen are studying how best to cut through water with the least possible friction, M. Bazin says: In order to minimise friction in the greatest degree possible we must not cut through the water at all, we must roll over it." This is M. Bazin's invention — a means of realising the theory of rolling over water. Besides the extraordinary speed that he expects it will attain, another merit for his "bateau rouleur" is that it will be more economical. If M. Bazin's arguments are proved to be sound, it will become as cheap to go from Europe to America as it is now to go from Paris to London.

1919: A'Wet' Christmas? NEW YORK - Distillers and brewers are holding large reserve

stocks of whiskey and beer on board railroad cars, hoping that when the United States Supreme Court reconvenes, in two weeks, it will declare war-time prohibition unconstitutional. In this event they will do their utmost to give the country a "wet" Christmas. NEW YORK - From our New

1944: For 60 Million Jobs

York edition: | Vastly increased markets for the industrial pro-duction of the United States will be needed, and must be found through foreign investment and trade, if President Roosevelt's goal of 60,000,000 post-war jobs is to be realized. Dean Acheson, Assistant Secretary of State, told the National Association of Manufacturers yesterday [Dec. 8].

ا مكتاب الاعل

By JAMES THURBER in "My Life and Hard Times" (Pengain Books

OPINION

With Ross In and Jesse Out, Bill Might Stand a Chance

By William Safire

WASHINGTON — The latest Gallup Poll shows President Bill Clinton losing in a two-way race; even losing a three-way race with Ross Perot taking away Republican votes; and certainly losing a four-way race with Jesse Jackson cutting into Democratic support.

That linear polling reflects the winter of voter discontent. It pre-In one far-out scenario, Clintonians should be

worrying about David.

supposes the same old lineup representing the forces of resentment. . But let's blue-sky the options opened by Democrats treating their president as an albatross, and the Republicans hot with ideologi-

First, the easy part. A month or so ago, Newt Gingrich was answering Gramm, or if the tug to starboard questions about running for president with a straightforward "no." Today he has changed that to "I

have no plans to run.' In political lingo, no plans means "my options are open and I can make plans in a hurry." If the speaker declares next summer that his first contract has been carried out and announces for president, he can say he was not being disingenuous or misleading with his "no plans" statement because no plan was actually on paper at the time.

2000

In reality, Newt and Bob Dole and Pete Wilson are neck-and-neck front-runners coming out of the starting gate for 1996, with Phil Gramm, Jack Kemp, Lamar Alexander and Dick Cheney hoping the early-footers will run out of steam.

Democrats afflicted with can't-win blues can expect a primary challenge to the president (assuming Mr. Clinton runs no matter what, which I do). The renegade will garner at least a third of the Democratic vote, as Patrick Buchanan did against President George Bush, further weakening the party in the general election.

Now comes the interesting part. If Ross Perot runs again, and matches his 1992 vote of 19 percent — and if Jesse Jackson or whoever carries the liberal banner can be persuaded not to run as an independent - then Mr. Clinton has a good chance to be re-elected, regardless of the latest polls. CRoss Perot is central to Mr. Clin- a hole is opening in the anti-political whi's chances; that is why Clintonites now grump at Al Gore for whipping Mr. Perot in debate on the North

American Free Trade Agreement.) But consider this dynamically, rather than statically, as budgeteers say. With a Perot candidacy adjudged as likely to re-elect Mr. Clinton, and with the mad-as-hells to be doomed again to frustration, will Mr. Perot and his followers be content to circle the political drain again?

Not necessarily. on his ticket, and he may be cocky but he is not crazy: 19 percent is his high-water mark, and Ross cannot relish being remembered as the next Harold Stassen, running with great-

er futility every time. That makes it Warwick time, as they used to say on the Elizabethan stage: Ross Perot as kingmaker, financier of a centrist changemaker, with solid anti-government credentials in government and acceptable

to the respectable center.
If Republicans move sharply produces a more-right-wing Bob Dole or an "Immigration Wilson"; and if Mr. Clinton's call to disaffected Democentrists to stay "in the arena and not in the peanut gallery" keeps them in the liberal party tent; then a hole would open for a thirdparty movement to run to daylight. But you can't beat somebody with nobody, as Warwick used to say,

and you sure can't win with Ross Perot out front. Who's around? The guy who worries the White House most in this far-out scenario is the respected anti-partisan David Boren, 52. He retired as a popular Democratic senator from Oklahoma before the recent tsunami, blasting the "wishful thinking ... that the current level of popular discontent is within normal bounds" and denouncing Washington politicians as "so partisan and so personal in our attacks on each other that we can no longer effectively work together in

the public interest.' Because Ross Perot first tipped the media off that Mr. Boren would abandon musclebound Washington to head the University of Oklahoma, I called Mr. Boren to see if he would be running as an independent.

He said "not in 1996," allowed as how he hoped his good friend Ross would not head a third-party ticket himself, and speculated jovially about "somebody like Sam Nunn." Pie in the blue sky? Probably. But

spectrum; the glory of the American system is that you never can foretell. The New York Times.

He Lost Nothing in the Original

N EW YORK — James Thurber was born 100 years ago Thursday, and thank God he came our way, for without him we would not have Mitty, would not have known what happened the night the bed fell or whether sex was necessary. Nor would we have encountered

MEANWHILE

the dogs, predatory women and cowed men he drew, unintimidated by the fact that in the land of anatomy he was without a map. I personally would have missed

(a) possibly meeting him and (b) actually meeting him. Possibly meeting him: I was a Thurber devotee and brash young

advertising writer in Bullalo in 1952 when I conceived a plan to engage the Great Man to illustrate ads as a way of getting to meet him.

1 phoned Mr. Thurber, who ed to illustrate a General Elec-

tric light bulb campaign if the cli-

ent approved his fee.
Armed with Mr. Thurber's O.K., I implored the General Electric advertising manager to ratify the deal. which he agreed to do if Mr. Thurber would lower his price.

I called Mr. Thurber and said, "General Electric thinks you're a By Stuart E. Hample

little high." To which Mr. Thurber replied, "Tell General Electric I think he's a little high."

Actually meeting him: Two years later, I was promoted to the agency's New York headquarters, and, a little high myself, I phoned one of my few Manhattan ac-quaintances, a violinist, in quest of companionship. His wife, Vera, said he was off concertizing, but she was on her way to a birthday party and invited me along.

Just as Vera was introducing me to the honored guest, the harmonica virtuoso Larry Adler, the bostess abruptly swept her and Mr. Adler away, leaving me alone among a room of my betters, virtually all with famous faces.

I looked about for a haven, saw an empty place on a couch and sat beside a tall, tweedy man with pepper-and-salt mustache, rowdy white hair and thick glasses, who was nursing a glass of Scotch. In a few moments, I realized it

was James Thurber. I was enthralled but jumpy. If I spoke to him, would I be struck by a barb gone wild? His turning bellicose under the influence was documented. But when would I have this chance again?

I told Mr. Thurber that I liked his work, and he introduced me to his wife, Helen, an attractive lantern-jawed woman, who watched over him in a motherly way. Emboldened by this opening, I chatted him up. Mr. Thurber looked directly at me when he spoke, so despite his magnifying lenses, I was un-aware that he was blind.

He was unpretentious and anecdotal. My favorite was his tale of an American woman in Paris who told him that she had been reading translations of his stories and thought they were funnier in French, to which he replied, "They tend to lose something in the original."

I praised his cartoons, and he

graciously drew one for me. Able to see only light - he lost his left eye in a childhood accident, the other through progressive deteri-oration — Mr. Thurber fingered the edges of a small pad his wife provided to get a sense of his playing field, and then sketched a dog's head. Helen Thurber added the eye

and the nose. Eventually, Mr. Adler went to the piano and played a respectable Bach — a surprise, for I knew of him only as a harmonica man.

part of owners. Only prices, reflect-

ing real market relations, provide us

with sufficient fundamental infor-

mation about scarcity. That has

meant more than just throwing a lot

Even so, since 1989 the govern-

ment's investment in the environ-

ment has been increasing. In 1989,

3.6 billion koruna (0.69 percent of

GDP) was invested in the environment. By 1993, 19.9 billion komma

(2.15 percent of GDP) was invested

- and this at a time when overall

Emission of pollutants has de-

government spending was reduced

clined in the Czech Republic since

the revolution. Of major types of

pollutants, only emissions of carbon

monoxide rose from 1989 to 1992,

Finally, the health of the nation,

in part as a result of the pollution

while others declined.

by about 50 percent in real terms.

'One night while doing the dishes . . . '

Mr. Thurber suddenly stood up. "Stop the music!" he cried. "Jamie, sit down," his wife whis-

pered sternly. 'No," he replied, somehow finding his way to the piano, with the tumbler of Scotch. "I love music!" he shouted. "I always wanted to be a musician!'

Swaying slightly, he raised his glass and lamented that he was nothing but a humorist. Nothing but? To his readers, that is more than enough.

Mr. Hample is a writer and cartoonist. He contributed this comment to The New York Times.

LETTERS TO THE EDITOR

Bad and Worse in Bosnia

George Kenney's piece, "End the Carnage in Bosnia, Even on Unfair Terms" (Opinion, Dec. 2) could not have been a more persuasive argument for appeasement.

Mr. Kenney contends that before the Bihac affair, Bosnian Serbs were "ready to sign a deal," one close to the plan designed by the five-nation contact group. There is absolutely no evidence to support this statement. The contact group and its members have presented the Bosnian Serbs with one partition plan after another but without any basis to believe that the latter would abide by a permanent cease-fire.

Kenney honestly dismiss the conflict as a civil war?

To label the Bosnian government as anti-democratic illustrates a selective bias. In spite of the war, the Bosnian Parliament has continued to exercise its rights without undue interference. President Alija Izetbegovic has never declared a state of martial law. He has never suspended Parliament. There is considerable

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diversity of opinion both in Parliament and in the press.

Mr. Kenney's comment that "good is the enemy of the least bad" is a poor attempt to compromise on human rights and international law for of money at the problem. an unjust and uncertain peace. Some absolutes of conduct do apply: Genocide is among the worst of all crimes. It can never be good.

BRAD K. BLITZ. London.

A Prague Clean-Up

Regarding the report "New East Europe Wheezes, Its Old Pollution Woes Unchecked" (Nov. 4): This article states that the Czech

After the recent events, can Mr. Republic has allowed the Czech environment to decay, when the opposite is true. Czech government commitment to cleaning up the environment has been substantial. Following the collapse of communism, the Czech government decid-

ship creates responsibility on the

reduction, is improving. Czechs are living, on average, a year longer in 1993 than they did in 1989. ed that a market system based on private ownership and on a deregulated price system was the best ecological policy. Only private owner-

Internationale

Nederlanden

Bank

CHARLES KULP. Adviser to the Economy Minister. Prague. Of Philosophers and Kings and anti-democratic." Mr. Strauss

Regarding "Beware This Resur-ence of the Philosopher King" (Opinion, Nov. 30) by Brent Staples: Mr. Staples insists that Leo Strauss advocated rule by "philosopher kings," "himself included." In fact Mr. Strauss never claimed to be

a philosopher, reserving that term for thinkers of the stature of Plato and Hegel. What is more, he was notorious for arguing in his book "The City and Man" that Plate had not offered the philosopher kings as a serious political proposal, philosophy and rule being activities so disparate that no philosopher would wish to combine the two.

Mr. Staples claims that Mr. Strauss was "unapologetically elitist

Letters intended for publication should be addressed "Letters to the Editor" and contain the writer's signature, name and full address. Letters should be brief and are subject to editing. We cannot be responsible for the return of unsolicited ma-

Private banking for investors with the

value of time on their minds.

was not anti-democratic but a lifelong unapologetic defender of liberal democracy against the twin perils of fascism and communism. He was indeed "clitist" in arguing that we stood to learn from the thought of those greater than ourselves. He did not prescribe this education for the "golden few" but for all who wished to educate themselves.

Mr. Strauss's classes were always open to whoever wished to attend them, regardless of whether they could afford to enroll in them. Accordingly, he drew a large crowd of the most varied type imaginable, al-though awfully thin on the "conser-vative elite" whom Mr. Staples imagines as his students. I am in a position to know, because I was one of the many auditors who benefited

Leo Strauss also wrote, quite modestly, that as a teacher, "one should always assume that there is one silent student in your class who is by far superior to you in head and heart.'

CLIFFORD ORWIN.



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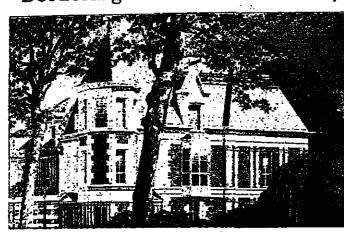
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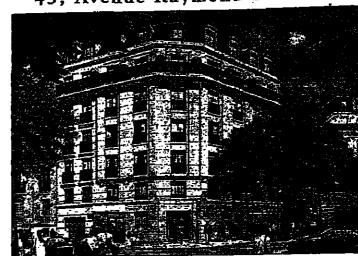
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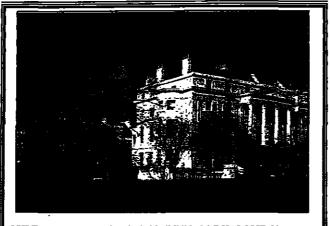
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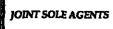


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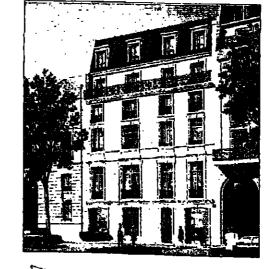
This most charming and comfortable home approx. 200 sq.m., also known as the "Captain's House" has been exquisitely renovated and offers 2 spacious living rooms which include 2 magnificant fireplaces, 5-6 bedrooms, a library and much more, plus 1.2000 sq.m. of beautiful garden.

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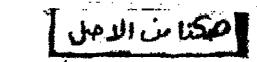
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3 . '

played low on the first trick,

forcing the king, as he should

perhaps have done. But he took

the ace and returned the suit in

the hope that his partner could

South took the club king and

tried for the only real chance.

Hoping that West held three

queen, leaving one trump out-

standing, and led the spade jack. When this was covered by

the king, and ace, he cashed the

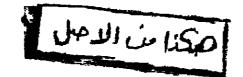
spade queen, ruffed a spade and led his last trump to dummy. The position was then:

45 ∇64

NORTH

EAST

♥ 10 9 5 3



BERNSTEIN: A Life

By Meryle Secrest. 469 pages. \$30. Knopt.

Reviewed by Norman Lebrecht

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THE trouble with writing A about Leonard Bernstein is that most music lovers think they know him, and many feel they own a piece of him. Like Marilyn Monroe, he is an American fantasy figure: When he died, men and women wept in the streets; not many musi-

cians manage that. Bernstein lived brazenly in the public domain, craving

An exhaustive life, published last April by the television producer Humphrey Burton, was intended to thwart unauthorized speculations. Archival access was denied to neutrals and Meryle Secrest, a distinguished biographer of Frank Lloyd Wright and Bernard Berenson, was shut out by the trustees and Bernstein's three children.

Happily, she gained the confidence of many other informants, including his sister, Shirley, who had been foully slandered by intimations of incest in Joan Peyser's 1987 biography. Few sexual taboos were left untested by Bernstein, but he does seem to have kept most fame as Goethe sought light. of the family out of his bed.

Guy Savoy, the Paris chef with two Michelin stars, is reading "Les Soupers du Prince" by San Antonio.

BOOKS

WHAT THEY'RE READING

"San Antonio is the alter ego of Frédéric Dard, a neighbor of mine in Bourgoin-Jallieu. The book charts the amorous adven-tures and comical situations of a handsome character, whose mother reveals that he is a prince."

(Margaret Kemp, IHT)



and a mother who worked on a factory line at age 12 and longed for luxuriant gaiety. The played Copland on the piano before he met him. Sefactory line at age 12 and longed for luxuriant gaiety. The dichotomy in his music can be traced to the very act of conception. The symphonies were for Sam Bernstein, the musicals for

Louis, born in 1918 (he re-named himself Leonard), would shield Jenny from Sam's raging ters determined his podium fu-strictures, while giving his father the cerebral satisfaction he could be ston conductor, became a surnot get from his wife. The seeds rogate father; Dimitri Mitropouof his sexual ambivalence were los, the imposing Greek maestro, into real achievement. McCarsown at home in Massachusetts. seduced him. To the end of his thy kept him out of work in

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LAKE GENEYA &

HOUNTAIN RESORTS

He was the product of ill- He was sent to Harvard, where matched immigrants, a father "music was meant to be seen and with vague rabbinic yearnings" not heard" and cut classes while

> crest finds them in bed together; Burton fudges. The successful Copland, 18 years senior, influenced Bernstein's compositional path, along with his leftist homoerotic predilections. Two further student encoun-

Riverfront

cross and Koussy's cuff links for Israel's independence war and luck whenever he went out to the first American to conduct at conduct

Secrest believes his sexual identity was more complex than commonly understood and has Kiki Speyer, for corroboration. Copland called him BH, or bluff Copland called him BH, or bluff its history; the cost was his combounded thought he required men sexupositional gift, which withered. Parting from the orchestra after ally and women emotionally." He arranged for his future wife, European adoration. His empire Felicia, to catch him in flagrante with a man before they married. The work he wrote on their honeymoon was "Trouble in Tahiti," an operatic caricature of marital tedium. He had grown into manhood with a primal fear

of the nuclear family.

He hit front pages in 1943 when, at age 25, he stepped in for Bruno Walter and conductand the corruption, the glory ed the New York Philharmonic and the greed, with a detachin a nationwide broadcast. ment that is cool but never dis-Within months, he composed a tant, Leonard Bernstein's was a ballet ("Fancy Free") for the helluva life, lived out in the soli-Ballet Theatre, a musical ("On tary hell of limelight. the Town") for Broadway and a

days, Bernstein wore Dimitri's America; he became a lion of

La Scala. Finally, in 1958, Bernstein brought Broadway to a standstill with "West Side Story" and discommonly understood and has checked out an early fiancee, vork Philharmonic, His conductorship was the most magnetic in

> was second only to Herbert von Karajan's and his luster was unequaled. He left his wife for a man, and returned to nurse her during a last illness. His facial beauty was raddled by dissipa-tion. He wandered the world, a modern anti-Job, until his death in October 1990.

Secrest conveys the charisma

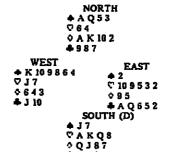
symphony for Pittsburgh. 1 et a dozen years elapsed before flash celebrity was consolidated into real achievement. McCarbin out of work in Washington Post.

BRIDGE

ruff.

By Alan Truscott O N the diagramed deal, one would expect North-South to play in three no-trump, making 10 or 11 tricks, but Alvin Roth and his partner, Bernard Chazen were trying to make up lost ground and climbed opti-

mistically to six diamonds. A spade lead would have trumps, he cashed the ace and made life easy, but West led the club jack and South's chances were decidedly poor. He would have been defeated if East had



♣ K 4 3 North and South were vulnerable The bidding: South West

North 2 ♠ Pass 3 N.T. 6 ◊ 4 N.T. Pass Pass Pass

West led the club jack

♥ J 7 ♦ — +0 SOUTH **VAKQ8**

WEST

◆ 10 9 8

Now the last trump from dummy squeezed East in hearts and clubs, and the slam was made.

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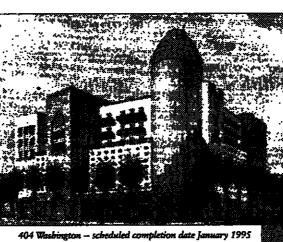
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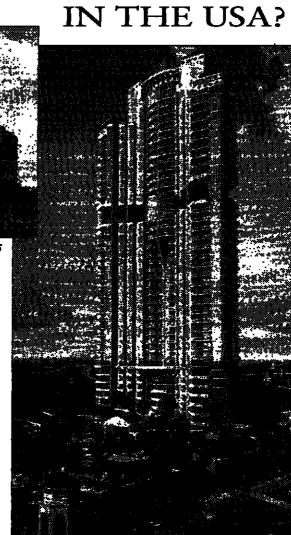
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Escape the Guided Tour: How to See China on Your Own

By Nicholas D. Kristof New York Times Service

OUNT Tai is a sacred site in Asia, soaring into the clouds and teeming with Chinese pilgrims and sinewy peasant entrepreneurs straining and sweating as they haul ice cream up the 6,000 stone steps — for sale at prices that climb as steadily and as steeply as the hillside.

Yet, while Chinese regard Mount Tai as one of the most famous places in their land, redolent with a history that goes back to visits by Confucius 2,500 years ago, it rarely appears on tourist itineraries.

It has been about 15 years since China opened its doors to Western tourists, yet foreigners still crowd into just a few big cities, seeing standard sights, without ever meeting a peasant, even though threequarters of the nation's 1.2 billion people live in the countryside.

The tourism industry, in other words, has fostered a cocoon that allows Westerners to pass through China without ever quite stepping into it. Since returning to the United States after five years in Beijing, I have found that the most common query I get is not about Deng Xiaoping's health but rath-cr about how to escape this cocoon.

What I tell people, to start with, is that it has never been easier to visit the "real China" beyond the tourist circuit. Independent travel can be frustrating, but with many hotels offering airport pickup and concierges arranging train and air tickets, few foreigners get irretrievably lost.

Certainly it is hard to imagine a safer part of the world in which to roam about While it is possible to take a regular tour of the main cities in China and then tack on a week of individual travel at the end, my recommendation is to go without a tour group if you are comfortable doing so.

The place to begin a self-guided two-week tour is in a Chinese-style courtyard botel like the Lu Song Yuan or the Hao Yuan in Beijing. Both hotels are built in the traditional courtyards that were once bome to the aristocracy, and the 17-room Hao Yuan was the residence of the former chairman, Hua Guofeng, until he was ousted by Deng at the end of the 1970s.

Neither is convenient by Western standards. The members of the staff usually do not speak English and a request for a bucket of ice may take an hour to convey before it is understood and ignored. But the rooms are comfortable and the courtyards are full of the charms of China. On the other hand, if you place a premium on comfort and convenience, stay at the totally modern Palace Hotel, with its pair of gold Rolls-Royces to ferry you around the city.

Any guidebook will tell you what to see in Beijing, my favorites are the Forbidden City, the Tibetan-style Yong He Gong temple and Tiananmen Square (including the Mao Zedong mausoleum; despite the rumors about wax, it really is Mao's corpse on display). You might also notice the high red walls of Zhongnanhai, an old imperial compound on the Avenue of Eternal Peace less than a mile west of Tiananmen. It is the new Forbidden City, the workplace and playground for today's Communist leaders. Visitors are not allowed beyond the soldiers at the gate.

Several Beijing hotels and shops rent bicycles for a dollar or so a day; they are one-speed contraptions but are usually functional. In any case, it is far safer to bike in Beijing than it would be in Western cities. Instead of sticking to the main streets, meander through the hutong or back alleys, where residents live in onestory housing and share toilets with their

Almost everybody makes a side trip from Beijing to the Great Wall, but instead of going by bus, take a taxi and an interpreter. Your hotel can arrange an interpreter for \$2.50 an hour or so.

On the way back from the Great Wall. have the taxi driver take a dirt road randomly off the main route until you find yourself in the middle of a little village. You will find the peasants happy to talk to you, through the interpreter, and they'll be thrilled if you have brought a Polaroid camera and can take their photos.

FTER a few days in Beijing, take the night sleeper train seven hours west to the much-overlooked city of Datong in Shanxi Province. Fifteen hundred years ago, Datong was the capital of the Northern Wei Dynasty, whose legacy is a spectacular cliff of carved Buddhas 16 kilometers (10 miles) outside the city.

The Yungang Grottoes include 53 caves decorated with 51,000 statues and carved reliefs, yet what is most awe inspiring is the scale of the sculpture: stone Buddhas that soar up to 17 meters (55 feet) high.

While Datong is a rather grim coal-mining metropolis — offering a much more realistic slice of urban Chinese life than either Beijing or Shanghai —it is also less than an hour's drive from the Great Wall. Unlike the reconstructed parts of the wall near Beijing, the wall near Datong is the original, a crumbling, worn mound of rocks overgrown with shrubbery.

After five or six days in Beijing and Datong, head south to Taian in Shandong Province, again by train, the means of locomotion for most Chinese traveling between cities. Taian is at the base of Mount Tai, or Taishan, as the holy mountain is called in Chinese. It is possible to check your luggage by the train station and take a small bag or backpack for the overnight trip up the mountain.

Stone steps have been carved up the hillside, so it is not so much mountain climbing as stair climbing. Most people can manage the trek, with plenty of time for breaks, in five or six hours. A hotel on the summit, Shenqi Guest House, has private rooms with bath and a decent restaurant.

Confucius climbed Mount Tai and came from a nearby town, Qufu, that is still dominated by the Kong family. (Confucins is a European rendering; Confucius himself went by the name of Kong). Qufu is a typical country town, sleepy and grit-ty, yet it is full of temples and historic sites such as the family cemetery of 78 generations of Confucius's descendants. The town is an easy side trip from Mount Tai, or you can get back on the train for the daylong journey to Shanghai.

After several days of roughing it, you may enjoy the plush luxury of a place like

the Garden Hotel in the old French Concession of Shanghai. For the adventurous, the Chinese-run Red Flag Guest House. which used to accommodate only top party officials, now opens its bungalows to capitalists.

After a couple of days in Shanghai take the two-hour, 20-minute flight to Guilin, a southern city in Guangxi Province that is the jumping-off point for daylong boat trips on the beautiful Li River. Three-day and four-day cruises on the Yangtze River in central China have become popular among foreigners as well, but the Li River is more scenic and eats up much less of a

two-week vacation. From Guilin, take a 60-minute flight to Guangzhou, the bustling southern metropolis formerly known as Canton. The free markets of Guangzhou are among the most vibrant in the nation, and the Cantonese have a national reputation as sophisticates and gournets.

For those on a two-week itinerary, it is time to move on toward Hong Kong for the flight back. If you do not have too much luggage, take a bus or taxi for a few hours to Shenzhen, the boom town next to Hong Kong. From Shenzhen it is easy to walk across the border into Hong Kong, with only brief formalities with Chinese and Hong Kong immigration officials.

THE MOVIE GUIDE



Captain Jean-Luc Picard (Patrick Stewart), left, has taken command of the Enterprise.

Star Trek Generations Directed by David Carson.

How much interest does this latest installment in the Star Trek phenomenon hold for general audiences, for Trek"-resistant moviegoers who turn elsewhere for their religious experiences and wouldn't know a main deflector dish from a satellite dish or even a dinner plate? Answer: just enough. "Generations" is predictably flabby and impenetrable in places, but it has enough pomp, spectacle and hightech small talk to keep the franchise afloat. In "Generations," the phenomenon causing trouble is an intergalactic ribbon, a celestial band that shoots off bolts of electricity and supposedly threatens peace in the universe, even though the worst it suggests is a defective

toaster coil. This menace is ultimately important enough to require the joint services of Captain James T. Kirk (William Shatner, revered stalwart of the TV series) and Captain Jean-Luc Picard (Patrick Stewart, his debonair successor). This movie speaks most clearly to the converted but still seems reasonably diverting to the neophyte.

The Santa Clause Directed by John Pasquin. U. S.

(Janet Maslin, NYT)

Tim Allen takes his tools to a new workshop with surprising success in this corny family comedy that promises to be another Disney perennial. Brimming with the sentiments of the season, the tale concerns Allen's transition one Christmas Eve from toy company executive Scott

Calvin to the North Pole's most beloved resident. Allen plays a nonbeliever who inherits the annual cookiesand-milk run when the current Santa fails from Scott's roof and vanishes, leaving suit, sleigh and a sackful of loot behind. Aimed at kids, but written with parents in mind, "The Santa Clause" balances sugar and spice, which Allen sprinkles on just right. The ending is stickier than a toddler with an ice cream cone, but that's the price of kids and Christ-

La Machine Directed by François Dupeyron. France.

(Rita Kempley, WP)

A madly inventive but perfectly bourgeois psychiatrist (Gérard Depardieu) trades places with a truly mad seri-al killer (Didier Bourdon),

thanks to a machine that does a body-soul switch. The doctor finds himself catapulted out of his everyday skin and cosy Maison et Jardin home in the western suburbs, a psychopath on the run. This sci-fi horror was adapted from a novel by Rene Belletto, giving Depardieu a chance to take on three parts — by the time his troubles have ended, he also trades places with his own child. The actor has played scientists before, always with discomfort: his chest expands, the buttons pop off his shirt; he is simply too full of raw energy, the Mr. Hyde in him is raring to go. And Dupeyron, who made the in-triguing "Drôle d'Endroit pour une rencontre." (with Depardieu and Catherine Deneuve), abandoned the controls on this one - the camera careers and lurches, the music by Michel Portal is in overdrive. Nathalie Baye, as the wife, tries to

hold up the home front with sobriety only to be splashed destination." in gore; so much for family

(Joan Dupont, IHT)

A Little Advice for Expat Santas

By Barbara Rosen

IRED of hunting for tea tins in the shape of double-decker buses? Or finding that baguette-shaped fridge magnet is really made in Taiwan? Sick of searching high and low from September on for diradls, kimonos, tulip bulbs — anything they can't get back home (not to mention for less money) or of waving a sad goodbye as your parcel heads off with no guarantee of safe or timely arrival?

Well, if you're singing the expat gift-giving blues, take heart
you're far from alone. Here are some expats whose solutions might work for you, too -or, at least, whose predicaments may make you feel a bit better about your own.

An American in Paris or a Londoner in Los Angeles can usually rest assured that a present sent home via regular mail will get there in a reasonable time, without costing a right arm. But it's not so simple from Rome, says Mirelia Giacalone, protocol assistant at the U.S. Embassy to the Vati-

Giacalone and her husband send gifts to his family in Boston and to their son in Wash- family locally made gifts in ington, and count themselves among the oh-so-lucky few with access to those three magic letters, the APO - or Army Post Office. A package that costs \$4 to \$7 via APO would probably cost at least four times that much if it went by Italian mail, Giacalone says.

"It's very costly," she says of the regular mail, and "sometimes you don't know whether or not packages get to their

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But even private posting al- Riddle's employer is large Chi Minh City in July, she left Barbara Rosen is a free-laternatives don't always work, enough that colleagues are al- her Christmas presents journalist living in Brussels.

"We're hoping to get stuff to ways passing back and forth, Australia, but it's a pretty vain hope," says Michael Brissenden, Moscow correspondent for pean retailers have local agen-

The preferred route is by coufamily in Canberra and Sydney. tend to open all parcels, regardstate they'll be in by the time they get to London . . . or

Between the risk of theft and the strict rules against exports deemed to be of cultural importance, "you really can't send anything of any value at all," Brissenden says. "We've settled on sending sort of joke presents really, funny T-shirts.

On a brighter note, a Belgian in Brazil found the ideal courier: her mother, who has traveled from Brussels to São Paolo for each of the last five Christmases. "She brings little presents from Europe, and she returns with little mementos of Brazil," says the expat, who asked to remain unnamed.

Her mother arrives with much-missed Belgian chocolates, and carries back to the wood, stone — even lace.

"We try to introduce them to Brazilian crafts," the expat

IM RIDDLE, a Briton who has lived in Saudi Arabia for six years, also finds it relatively easy to get gifts to the family back "We've either used a friend to take them back or or-

the Australian Broadcasting cies that can take catalogue

In fact, catalogue and telerier to ABC's London office, phone ordering have become and then via regular mail to the the gift solutions of choice, with many expats calling the But the Russian authorities clothing merchant Lands' End. Suzanne Simpson, a New Zealess of how they're sent, Bris-senden says: "Who knows what orders Christmas cakes made in Texas for delivery back home and to the United King-

Her compatriot Ruth Diver, also in Hamburg, turns to The Good Book Guide, a subscription-only, U. K.-based review through which you can order English-language books, as well as other gifts at Christmas.

UT the global shopping village really hits home if you're on-line. Ron Bevacqua, an American economist with Merrill Lynch in Tokyo, plans to telnet a bookstore in Berkeley, California, to send gifts to family and friends in the United States and elsewhere — for the cost of a local phone call.

"Prices for English-language books are really expensive here, whole thing," he says.

If you're a member of CompuServe or have full access to the Internet, you can even "mall"-shop for anything from Brooks Brothers shirts to California wines to Russian fine art - though you'll have to dou-ble-check which merchants ship where.

But back to those off-line and dered them over the phone," he far, far away . . . When Karen Day Hogan moved to Ho



wrapped and ready in Philadelphia. "They're all waiting in my closet for my family," she said. "If not I would be in serious trouble, because I would have a hard time mailing anything from here."

Barbara Rosen is a free-lance

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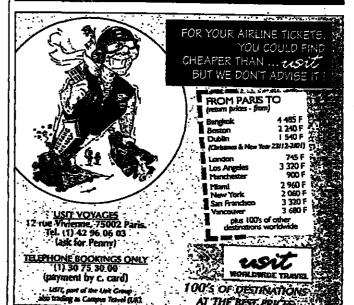
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AUSTRIA

Künstlerhaus, tel: (1) 52177-404, open daily. Continuing/To Jan. 29: "Agyptomanie: Agypten und das Abendand." Documents the influence of Egyptian art on 18th- and 19th-century European art and design.

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Edinburgh
Scottish National Portrait Gallery,
tel: (31) 332-2266, open daily. To
Feb. 26: "Sir James Gunn." Features
formal and intimate portraits, as well
as sketches of beach scenes and
contemporary life by the Glaswegian
artist, painted from the 1930s to the
1960s.

London British Museum, tel: (71) 323-8525, open daily. To Feb. 26: "Time Machine: Ancient Egypt and Contemporary Art." Demonstrates how ancient Egyptian art inspires artists in a contemporary of ideas and appropriate contemporary nuity of ideas and expressions, through specialty created works of art by 12 contemporary artists.

English National Opera, tel: (71) English National Opera, tel: (/1) 836-3161. "Le Nozze di Figaro," conducted by Derick Incuye, with Steven Page and Rosemary Joshua. Dec. 13, 15 and 17.

CZECH REPUBLIC

Prague
Wallenstein Riding School, tel: (2)
53-68-14, closed Mondays. To
March 1995: "Antonin Chitussi."
Features the works of the 19th-century Czech landscapist. Chitussi started
as a historical and genre painter and
turned to landscape while in Pans.

Paris
Centre Georges Pompidou, tel: (1)

March 1995: "Antonin Chitussi."

FRANCE

GERMANY

Cologne

Museum Ludwig, tel: (221) 221
Cologne

Museum Ludwig, tel: (221) 221
Cologne

Museum of Foreign Art, tel: (0) 17-33-61, closed Tuesdays. To Jan. 8: "The Beer King of Helsinki, The Cza-rina's Personal Physician and Dutch Old Masters." Dutch and Flemish paintings from the collections of ty-coon Paul Sinebrychoff and physi-cian Carl yon Heartman Inchited Coori Paus on Busyamus and particular clain Carl von Haartman. Includes works by Abraham de Vries and Cor-netis de Vos, among others.

CLOSING SOOK

On Dec. 11: "A Bitter Truth: Avant-Garde Art and The Great War." Bar-bican Art Gallery, London. On Dec. 14: "The Glory of Venice: Art in the 18th Century." Royal Academy of Arts, London. On Dec. 11: "Les Anglais a Paris au XIXe Siecie." Musée Carnavalet,

On Dec. 12: "Fernand Leger Photo-graphie." Musée National Fernand Léger, Biot, France. On Dec. 12: "Max Jacob et Picasso."

n Dec. 11: "Impressionismo & Neoimpressionismi: Donne e Paesaggi dal Petit Palais di Ginevra." Museo Correr, Venice.



Museum Ludwig, tel: (221) 221-2623, closed Mondays. To Jan. 8: "Yves Klein: Der Sprung ins Leere."

Part I of the retrospective focuses on the emergence and development of the French artist's creative activities

which lasted only eight years (1954-1962). Part II is in Dusseldori.

Kunstmuseum Düsseldorf im Eh-

runsmuseum Dusseldort im En-renhof, tel: (211) 89-9-2460, closed Mondays. To March 19: "Die Samm-lung Kahnweiler: Von Gris, Braque, Leger und Klee bis Picasso." Works

by 100 masters from the collection of Parlsian art-dealer Daniel-Henry

Kahnweller, best known for his close association with Picasso, Braque and

Hamburger Kunsthalle, tel: (40) 24-86-26-12, closed Mondays. To Feb. 12: "Munch und Deutschland." From 1892 to 1908, the Norwegian artist lived mainly in Germany where he found his first patrons and collec-

tors. In Berlin, he created large por-tions of the Frieze of Life. Also shown

with the 170 works by Munch, a se-lection of German paintings of the

Bayerisches National Museum, tel:

(89) 21124-1, closed Mondays. To Jan. 15: "Zierde Für Ewige Zeit: Das Perikopenbuch Heinrichs II." The prayerbook that belonged to King Heinrich II is an example of 11th-century illuminations.

Derain, among others.

ate 19th century.

Munich

Hamburg

Centre Georges Pompidou, tel: (1) 44-78-40-86, closed Tuesdays. Continuing/To Feb. 20: "Kurt Schwitters." 300 paintings, collages, sculptures, typographical works and opens.

Fondation Cartier pour l'Art Contemporain, tel: (1) 42-18-56-50, closed Mondays. To Jan. 15: "Shinzo et Roso Fukuhara: Photographies." 60 photographs by the Fukuhara brothers between 1913 and 1941. Their art bears witness to a country opening to Western modernity.

opening to Western modernity.
Centre National de la Photographie, tel: (1) 53-76-12-31, closed Tuesdays. To Feb. 27: "Bill Brandt: 50 Ans de Photographie." A retrospective of the works of the British photographer. Includes photographs of London during World War II, portraits and nudes as well as Surrealist colleges before he died in 1983.
Grand Palais, tel: (1) 44-13-17-17, closed Tuesdays. Continuing/To Jan. 9: "Gustave Caillebotte, 1848-1894." Also, to Jan. 2: "Nicolas Poussin."
Musée d'Art Moderne, tel: (1) 47-

Musée d'Art Moderne, tel: (1) 47-23-61-27, closed Mondays. Contin-uing/To March 19: "André Derain, 1880-1954: Le Peintre du Trouble Moderne." A retrospective of the works of the Fauve painter. Musée Dapper, tel: (1) 45-00-01-50, open dally. Continuing/To March 13: "Dogon." 90 works representing the diversity of Dogon art, from the Dogon ethnic group in Mali.

Galleria Comunate d'Arte Mo-derna, tel: (51) 50-28-59, closed Mondays. To Jan. 15: "Gianfranco Ferron: Antologica." From abstrac-tion to figuration, from "realism of social commitment" to a "new figura-tion," 100 paintings and graphic works covering 50 years of creation by the Italian artist.

Teatro alla Scala, tel: (2) 80-91-50.
"Die Walkure," directed by Andre Engel, conducted by Riccardo Muti/Niksa Bareza, with Placido Domingo, and Watraud Meier. Dec. 10, 13, 16, 18, 20, 23, 28 and 30.

JAPAN

Kasama, Ibaraki Prefecture Kasama Nichido Museum of Art, lel: (296) 72-2160, closed Mondays. To Dec. 25: "Raoul Dufy." 120 works by the French artist.

SWEDEN

Stockholm

Stockholm
Nationalmuseum, tel: (8) 666-4250, closed Mondays. To Jan. 8:
"Goya." Focusing around the allegory "Spain, Time and History," the exhibition teatures 52 paintings, mainly portraits, and 100 prints by the 19th-century Spanish master.

SWITZERLAND

Musée d'Art et d'Histoire, tel: (22) 311-43-40, closed Mondays. To May 7: "Icones: Donation Mayromichalis." Icons from Crete, the Ionian Is-lands and Venice, dating from the 16th to the 19th centurie

2urlch Kunsthaus, tel: (1) 251-6765, closed Mondays. To March 5: "Degas: Portraitiste." Portraits by the French peinter and sculptor.

UNITED STATES

New York
The Jewish Museum, tel: (212)
423-3200, closed Fridays and Saturdays. To March 5: "Jewish Life in Tsarist Russia: A World Rediscovread: "Remains of the Jewish folk life and material culture collected in the early 1910s between the Black Sea and Vilnius and from Minsk to Wersaw. Includes costumes, household items, prints, as well as musical in-

items, prints, as well as musical in-struments and games.

Metropolitan Museum of Art, tel: (212) 570-3951, closed Mondays.

Continuing/To Jan. 8: "Willem de Kooning: Paintings." More than 70 paintings created between 1938 and 1986, starting with de Kooning's first series of paintings of men and wom-en, black-and-white abstractions, ex-pressionistic women and abstract ur-ban and highway landscapes.

Washington
The Washington Opera, tel: (202)
416-7800. Smetana's "The Bertered Bride," conducted by Heinz Fricke with Ann Pangulias, Mark Thomsen and Peter Blanchet. Dec. 31, Jan. 2, 8, 15, 19 and 21.

High-Tech Help for the Consumer

By Roger Collis International Herald Tribune

HE lowest air fare isn't always the best fare when you take into account the travel policy of the corporation, deals with certain airlines, and the needs of the traveler. "Our system really flips the whole travel purchasing process upside down. The only yield management systems that exist today are owned by the airlines; they're designed to maximize the profit per seat. What we have is a yield management system for our clients.

This is how Hal Rosenbluth, president and chief executive of Rosenbluth International in Philadelphia, describes Dacoda, his flagship travel management program which he claims enables corporations to 'model" factors such as travel patterns. policies, and priorities (how important are convenience and comfort?), meet negotiated targets for rebates with various airlines and come up with the optimum deal.

This is an example of how high tech is helping business travel agencies to streamline their service and save their customers money. "Travel agents as order takers will very quickly find themselves out of business. A really fine travel agency is one that uses technology and blends that with competent people," Rosenbluth says, "Questions may come in which lead to a simple answer. But more important is to provide options to the traveler that he would not have known about."

The Rosenbluth firm, third largest travagency in the United States, introduced Dacoda (Discount Analysis Containing Optimal Decision Algorithms) earlier this year to help companies figure the real cost of airline deals by sorting through airlines' elaborate pricing and discounting, thus enabling travel managers to assess the "true value" of each travel option. This may not always be the lowest fare.

Companies typically do route (or net-work) deals with several airlines whereby they get a cash rebate of anything up to 40 percent if they hit a target — measured in "seat/miles" or by shifting market share by so many points. Such deals may include perks such as upgrades or the use of amenities. What Dacoda does is monitor the daily changes in the market (such as fares, capacity and frequency) and select the best option for each journey. This may be to fly with one airline today, but switch to another tomorrow.

"We're talking about incremental savings of 10 to 19 percent over and above the 40 to 50 percent discounts we've already negotiated for you up front," Rosenbluth says. "We saw one instance where we could have saved a company \$5,000 in a three-week period by selling them \$69 seats with one carrier which had just opened up between two city pairs. But that would have

meant they would not have met their volume hurdles for another carrier, and would have given up a \$500,000 check."

But the harder an agency works at getting you the best deal, the less commission he earns. And how do you know how much money he's saving you anyway?
"We've already benchmarked what they're paying through their travel patterns, and also pick up what is the lowest air fare and Dacoda uses that plus all the negotiated fares; then we split the incremental savings," Rosenbluth says. "If a corpora-

The Frequent Traveler

tion spends \$10 million a year in travel we typically take our 9 percent commission — \$900,000. Since Dacoda most likely will be saving 20 percent, that spending by the corporation is now only \$8 million. We take the \$2 million that is saved and split it, so we end up having a greater return for saving them money. And it gets rid of that conflict of interests that's at the back of everybody's minds."

Once Dacoda has selected a flight, the booking is taken over by Trip Monitor— a "robotics" program which searches for the lowest available fare right up to the

day before departure. Airlines use variable pricing to fill their planes at the maximum revenue or "yield" -offering low fares if you book some time in advance, becoming more expensive at the peak booking period, and cheaper again near the time of the flight. Trip Monitor keeps going into the airline reservation systems, checking the fares and automatically canceling and rebooking at a lower fare.

"Most of the major travel agencies have similar systems," says Richard Lovell, managing director of Carlson-Wagonlit in London. "We are working in the U. K. on some very sophisticated systems developed by Carlson in the U. S. A. But we're not yet at the stage here where the total data base is good enough to be dealt with mechanically. You still need a human interface with the customer.

When you talk to Hal Rosenbluth, or anyone from the States, and this includes Carlson, they have not got their minds round the fact that Europe is different: the U. S. travel market is very simple — over 80 percent is domestic, compared with most countries in Europe, with a few well-

IIAR TIIS

The Royal Opera in London has started giving out cough drops to keep spectators from disrupting performances, Reuters tells us. Next: sleeping pills for hecklers; tranquilizers for weepers; hemlock perhaps for people who yell "Bravo!" repeatedly.

known airlines, the same language and laws, and a single currency. And things like time-based yield management is only just beginning to come in over here."

"These high-tech tools work well in the States where trip patterns are fairly consistent; but normally what happens is that when the robot reading the computer finds the travel request has international jour-neys it will refer it to a human agent," says Malcolm Grubb, of Carlson-Wagonlit.
"Computers can't cope with international complexities such as "What about the 4 P. M. flight via Vienna? Great if you're going London-Paris-London, but looking for alternative routings to save some money is beyond the power of a robot. You can't program a computer to know all the dodges of creative fare construction. You don't have the same flexibility you can with an expert human.

"We have similar systems to Dacoda --which really only works if you're the sole agency, which is not always the case — and Trip Monitor and E-Res. We call our low fare search program FRED in the States. The system checks for wait-list clearance and special seat requirements. Normally, before booking the chap will have been offered all the alternatives in terms of fares and routing: FRED comes in and works on the booking. What business travelers are starting to do now is booking themselves on Internet, which is connected to the airline CRSs. But they still need a ticket - although ticketless travel is already happening in the States. And will they do as good a job as the travel

NE way to become your own travel agent is to subscribe to an electronic edition of an ABC or OAG guide — owned by the Reed Travel Group — accessed through your PC. OAG Travel Service, an on-line version, lists more than 2 million flights and 1 million fares from 700 airlines. Fares are updated daily and schedules weekly. You can check availability of airline seats or hotel rooms and in North America you can make reservations.

The system is fairly user-friendly. You can either target a specific flight, or a series of connections, then view the fare alternatives (with conditions), or target a specific fare, or range of fares, and view the flights that offer these. You can then move back and forth between fares and schedules. When you get the hang of it you can use quick codes to save time and money.

OAG FlightDisk and OAG Travel Disc (on CD-RM) come as monthly updates and do not require you to be on-line. Neither shows fares. But you can customize your screen schedules and print out your itiner-

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Following the considerable success of their first two events, International Fund Investment and the International Herald Tribune are convening their third major global fund management conference in Singapore on March 6-7, 1995. As before, the conference will offer a platform for debate between a large number of the world's leading asset managers and economists.

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Gulf Veteran To Succeed Rose for UN In Bosnia

By Roger Cohen New York Times Service

ZAGREB, Croatia — Major General Rupert Smith, a British general who formed close ties with U.S. armed forces during the Gulf War, will replace Lieu-tenant General Michael Rose next month as the commander of United Nations forces in Bosnia, U.S. and UN officials said Thursday.

"We have been told that General Smith's appointment is now definite," a senior American official said. "You need a steady guy who is a military diplomat in that job, and he seems to fit the bill."

A British Defense Ministry spokesman said he could not confirm or deny the appointment. The one-year term of General Rose, also of Britain, ends on Jan. 24. It began with great momentum, when the Ser-bian artillery that had ringed Sarajevo for almost two years was pushed by a NATO ultimatum, but has since subsided into the bog of strife that defeated

his predecessors.

Presented with the dilemma of protecting 23,000 UN peace-keepers while using the threat of force to advance the cause of peace. General Rose finally admitted defeat over the northwestern Muslim enclave of Bihac, where a Serbian encroachment into a UN-protected area has met no response.

The general's biggest achievements have been the successful promotion of peace between Muslims and Croats in central Bosnia, a limited imporvenent in living conditions for the inhabitants of in Sarajevo and the protection of people against starvation.

General Smith, 51, was commander of the British 1st Armored Division in the Gulf War.

BOSNIA: U.S. Troop Offer

Continued from Page 1 ous military conditions as they seek to withdraw from bivouacs across Bosnia

A potential exists for attacks on UN troops by Serbian forces, by Bosnian Muslim forces and even by civilians fearful of a cutoff of humanitarian aid, these analysts say.

The potential for a substantial American ground force entering the dangerous and unpredictable territory sets the stage for a major foreign policy debate in Congress. Already some key members are deeply worried about casualties, even as others press for a swift UN

Representative Benjamin A. Gilman, a New York Republican in line to become chairman of the House Foreign Relations Committee in January, said Thursday that possible limitations on the use of U.S. troops and the expenses incurred for a mission in Bosnia must be ex-

Published reports last week made it clear that Mr. Clinton had decided in principle to commit U.S. forces to a possible pullout mission. They said Pentagon planners had been at work for some time on contingency plans, including scenarios for a withdrawal that would take "months."

On Thursday a senior political committee in Brussels heard the United States formally declare its intention to supply troops "in principle," a NATO official said. The next step is for the NATO ambassadors to direct the alliance's military com-

mand to draw up a formal plan. ■ Missile Attack on Bihac

A missile believed launched by Bosnian Serbs crashed into the besieged Muslim enclave of Bihac on Thursday night, Reuters reported from Zagreb. Paul Risley of the UN Protection Force said the missile, designed to explode in midair and spray lethal shrapnel onto populated areas, had sailed at low altitude over a UN base in the enclave and landed not far away.

We are alarmed by the use of the SA-2 missiles as it is a very dangerous and imprecise weapon of mass destruction,"

East Asia Looks Toward Europe

By Michael Richardson International Herald Tribine

SINGAPORE - As ties between Europe and the United States fray over Bosnia, and Washington forges closer links with Asia and countries in its own hemisphere, Asian nations are seeking new ways to bring the European Union and East

The movement, which is likely to lead to the first meeting next year of EU and Asian heads of government, is intended to improve ties between the two regions, promote economic growth and create a better balance in international relations. Prime Minister Goh Chok Tong of Singapore first advanced the idea for a summit meeting on a visit to France in October, saying it was timely for Europe and East Asia to open a dialogue at the highest level.

A spokesman for Mr. Goh said Thursday that the general reaction to the proposal in Asia and Europe had been posi-

"It is acknowledged that this is a timely idea," said Chan Heng Wing, the prime minister's press secretary. "There is great potential for long-term synergy between Europe and

The summit meeting idea is expected to be considered when EU leaders meet in Essen, Germany, on Friday and Saturday. Mr. Chan said that one possibility was to hold the first informal meeting of European and East Asian heads of government after the ASEAN summit meeting scheduled for Thailand in December 1995.

ASEAN, the Association of South East Asian Nations, groups Indonesia, Malaysia, the Philippines, Singapore, Thai-

Western diplomats said that Germany, the current EU chairman, and France, which will take over the revolving presidency for the first half of 1995, both support the plan to put in place a framework for regular high-level consultations between Europe and East Asia.

They see it as an important channel for opening East Asia more widely to European trade and investment.

Although EU exports to the booming East Asian economies are increasing rapidly, the Union had a trade deficit with the region of about \$52 billion in 1993. EU investment in East Asia, a key generator of trade, lags behind that of Japan and the United States.

The EU leaders meeting in Essen are expected to endorse a new strategy for dealing with Asia based on a program drawn up earlier this year by the European Commission, diplomats

The commission warned that Europe was lagging behind its competitors in exploiting Asia's economic potential. Analysts said East Asian countries hoped that high-level

dialogue with the Union on a continuing basis would help to keep Europe's market open and provide a counterweight to the powerful presence in the region of the United States, Japan and, eventually, China.

Supporters of the plan for holding informal EU-East Asian summit meetings, possibly on an annual basis, see three main centers of economic power in the next century: North America, Europe and East Asia.

North America is linked to Europe through the North Atlantic Treaty Organization and Group of Seven leading industrial nations. More recently, North America and East Asia have been linked through the Asia-Pacific Economic Cooperation forum.

DELORS: Rumor Is He Won't Run

Continued from Page 1

edging toward the center - to close ranks before their rivalry handed the election to Mr. De-

With the latest opinion surveys showing Mr. Delors six points ahead of Mr. Balladur and even further in front of Mr. Chirac, the conservatives, deseemed in danger of splitting their own voters badly, a pattern that helped François Mitterrand beat his conservative rivals for the presidency in 1981 and again in 1988.

For Chirac supporters — whose ranks include some French officials who attended the Budapest meeting - the rumor of Mr. Delors's noncandidacy has provided fodder for their argument that their man can continue to try beating Mr. Balladur without endangering a conservative victory.

Strong anti-Socialist sentiment among voters would be a handicap even for Mr. Delors. At 69, he has expressed doubts about his readiness to fight an arduous campaign and has therefore taken his time about deciding whether to run.

To win, he would need help from small center-right parties that share his strong commit-ment to European unity but not necessarily his main economic views. But crossing party lines would be a perilous career move for politicians elected as part of a conservative political alliance.

Mr. Delors, who has given himself until Christmas to make public his intentions, said this week that his decision had been made - without saying which way. This week he apparently confided that decision to the French Socialist leadership so that it can prepare for the cam-

Despite the rumors in Paris, however, Mr. Delors left a group of European Socialist caders with the impression that he did intend to run for office, delivering a fiery, campaign- Russian circumstances, not the reacted bitterly in Budapest, Viktor S. Chernomyrdin next

style speech on Thursday in Es-

sen, Germany. The Socialists were holding talks there ahead of a European Union summit conference.

Praising the European left for resisting a grand, rightist "of-fensive" led by former Presi-dent Ronald Reagan of the United States and former Prime Minister Margaret Thatcher of spite their big edge over Britain, Mr. Delors called on ideologies that want society to nations formally approved the sector. It also leaves unresolved be ruled entirely by the laws of launching of the World Trade the amount of funds the Union the marketplace.



Attending the GATT signing on Thursday: Mickey Kantor, left, the U.S. trade representative; Treasury Secretary Lloyd Bentsen; Commerce Secretary Ronald H. Brown, and the incoming Senate majority leader, Bob Dole of Kansas.

Clinton Signs World Trade Agreement

ton signed a bill Thursday ap- as the WTO is started up, and

the world trade agreement. With Republicans and Democrats looking on, Mr. Clinton signed the bill at the headquarters of the Organization of American States. He applauded the bipartisan effort that led to the passage by Congress last week of the accord, known as the Uruguay Round of the General Agreement on Tariffs and

In Tokyo on Thursday, the upper house of Parliament voted overwhelmingly to approve the GATT accord. The vote completed Japan's ratification process after the lower house Eastern Europe, the centerpiece approved the trade treaty last of the summit meeting.

The leaders are scheduled to

week.
The actions in Washington and Tokyo mean that almost 40 tual EU membership of Poland, countries have approved the Hungary, the Czech Republic, agreement and another 40 are Slovakia, Romania and Bulgarexpected to do so before the end of this year. The accord sets up a new, more powerful World Trade Organization to police trade disputes. It is scheduled to go into effect on Jan. 1. The treaty slashes tariffs

worldwide by more than a third and liberalizes markets for goods, services, farm produce

Eventually, around 145 countries are expected to be linked

In Geneva on Thursday, se-DIOT Officials of major trading

Russia that once again make it a

interests and an increasingly as-

will not be able to patch up

relations until they reach agree-ment over President Bill Clin-

ton's proposal to enlarge

NATO, administration officials

say. The plan, endorsed by

NATO, is to spell out for East

European nations next year the

conditions for joining NATO as

anti-Russian move, Mr. Yeltsin

Viewing expansion as an

part of a gradual expansion.

Washington and Moscow

sertive manner."

Compiled by Our Stoff From Disputches "It will be a smooth opera- 1949, but applied to rejoin in tains all relevant trading areas,"

WASHINGTON — Saying tion on Jan. 1," said Peter Suth- 1986. To become a founding he said. we must never run away from erland, the GATT director-genthe world," President Bill Clin- eral. GATT will be phased out to be admitted to GATT. proving U.S. participation in the two organizations will coexist for at least a year.

Mr. Sutherland urged China and major Western powers to seek a compromise over Berjing's bid to be a founding member of the new organization. Beijing pulled out of GATT after the Communist takeover in

Continued from Page 1

tor of the Royal United Services

most obvious in policy toward

endorse a strategy for the even-

ia. It includes increased regular

ministerial meetings and a de-

tailed work program to rewrite

East European laws to conform

Sir Leon Brittan, the com-

to the Union's single market.

missioner who helped draft the

strategy, said the Essen meeting

would "create irreversible mo-

mentum" toward membership.

ing holes. It does not commit

the Union to overhauling its ex-

pensive agricultural subsidies,

which the bloc cannot afford to

But the strategy has two gap-

The Union's divisions are

Institute in London.

which by its name indicates a world organization which con- ations. SUMMIT: A Divided Union Sidesteps Major Issues

member of the WTO, it has first

But Mr. Sutherland told a

GATT "at any price" before the

"In principle, it is obviously desirable that China should be

WTO is launched.

favor Chinese admission to a balance between the desirabil-

desirable that China should be at an early date in the WTO, said Thursday that Beijing had

win more aid for the Mediterranean region.

A Spanish diplomat predicted that the meeting would pro-

'Big words and lots of music, but no more than that' for the East.

duce "big words and lots of music, but no more than that" for the East.

toward the East lies the eventougher question of reform of EU institutions to make the group governable as it grows to everything," one commission official said.

will provide to prepare the East France, with Prime Minister reforms.

for membership, which Spain Edouard Balladur calling for and France blocked in order to the kind of ad-hoc cooperation among EU nations long-favoted by Britain.

"But I can't say this should

to be on the basis of a reason-

ity of China entering and the

acceptability of the terms nego-

shown little flexibility in negoti-

"There are acute conflicts between France and Germany on this point," said Axel Sander of the German Society for Foreign Affairs in Bonn. In addition, he said, Mr. Kohl and Mr. Mitterrand were likely to give way to door meetings at which every-successors "less attached emo-one would informally agree. tionally" to the Paris-Bonn axis and "more keen on stressing national interests."

duce payroll taxes, reduce labor or the East. duce payroll taxes, reduce labor cialist Party chairman, Takashi Behind the details of policy market regulation and improve Yonezawa — is subject to diftraining.

But a paper expected to be approved by the leaders states that efforts made over the past more than 20 members. Such year "fall a long way short of tions. The opposing view is that reform is "the precondition for what is necessary" to bring the New Frontier Party is actu-everything," one commission down the 10.7 percent uneardeeply integrated, federal Eu- governments to put off hard de- the new party is more open and rope has spawned a backlash in cisions on pension and labor more democratic than other po-

Kaifu Wins Top Post in * **New Party** In Japan

By T.R. Reid

TOKYO - Members of Japan's reform-minded opposi-tion on Thursday elected Toshiki Kaifu, a former prime minister, as the first chamman of their new coalition party, the New Frontier Party.
The New Frontier Party, or

Shinshinto in Japanese, will be inaugurated formally Saturday, a collective endeavor formed by members of several different groups. With about 185 members of the lower house of Parliament, it will be the second-

largest party in Japan.

Mr. Kaifu's chief job will be to take his new party into a general election and try to ous the current government, a coali-tion formed five months ago and headed by Tonnichi Mur-ayama, leader of the Social Democratic Party: But Mr. Kaifu could not say Thursday

when an election might be held. The New Frontier's chief architect and strategist, Ichiro Ozawa, was elected as the party's secretary-general.

The big new opposition party be at any price. It obviously has second in size only to the Liberal Democratic Party, the news conference he would not able agreement. There has to be most conservative of Japan's

major parties
Many New Frontier mem bers are former Liberal Democratic politicians. Mr. Kaifu was president of the Liberal Democrats and prime minister from 1989 to 1991. He is closely associated in the public mind with the fight against political corruption. He was cashiered by leaders of the Liberal Democratic Party because they feared

he was pushing too hard to pass an anti-corruption bill. The most interesting thing about the New Frontier Party's election for party chairman is that an election was held at all. Normally, a new party here would be expected to choose a leader through consensus building, with a long series of closed-

That there was a three-way vote for party chairman - Mr. national interests."

As for jobs, the leaders are expected to reiterate calls to re
Hata, and the Democratic Selfferent interpretations.

One view is that the newlyformed opposition group is already split among various facployment rate, while economic three-way vote was held to litical parties here.

MERGER: Deal Would Form One of World's Largest Investment Banks PEACE: Irish Talks Bogged Down

with warnings of a huge drop in earnings in the first half of the year. Investment banks around the world

have been hit hard this year by everything from steep declines in underwriting fees to volatile bond, stock and derivatives mar-Last month, Warburg unveiled a 58 percent drop in pretax profits for the first six

months of the year, with the vast bulk of those earnings coming from its stake in Britain's largest fund manager, Mercury Asset Management, with \$100 billion in Warburg said that its investment bank-

ing division had barely broken even, post-

Continued from Page 1

Council resolution last Friday

that would have tightened the

Experts see other reasons, in-

cluding Russian fears that

Washington is bullying Mos-cow and that the Republican

victory last month will mean

worst relations since 1984,"

said Dimitri Simes, a Russia ex-

pert who is president of the

Nixon Center on Peace and

Freedom in Washington.

"We're seeing a fundamental worsening of the relations.

which reflects not domestic

"I would say we're seeing the

embargo against the Serbs.

more bostility.

ing profits of only £5.5 million compared with £98.4 million in the same period in 1993, a spectacularly good year for most investment banks the world over.

Morgan Stanley, though its earnings held up far better, was far from immune from the market's ravages. In November, it posted a 35 percent drop in third quarter earnings, reporting \$118 million compared with \$180 million in the third quarter of

Analysts attributed the scope of the setback at Warburg in part to the size of its

The British house has arguably been the most ambitious of Britain's merchant banks, aping its larger American cousins in at both institutions.

Republican congressional vic-tory, not Bosnia, but trends in the seeds of mistrust?"

Russia that once again make it a According to administration serious power with nationalist officials, their strategy will be to

trying to become a one-stop corporate fi-nancial supermarket that offers a full range of financial products and services around the globe. Its expansion to Tokyo and New York has been a huge drain on its

resources in recent years. "Warburg's investment bank is produc-ing absolutely appalling returns," said Mr. de la Hey of S.G. Strauss Turnbull. "It will need a major change."

Warburg's shares have fared poorly this year in the market, shedding 28 percent of their value before the announcement Thursday.

Analysts say that one likely result of a merger between Morgan Stanley and Warburg would be significant staff reductions

TIES: Relations With Russia Lowest in a Long Time, U.S. Officials Agree

mental and other issues.

week as part of semiannual

talks on economic, environ-

But Mr. Gore will no doubt discuss NATO, administration

officials say, as will Defense

Secretary William J. Perry, due

While seeking to narrow dif-

ferences, these officials also in-

tend to make clear that Wash-

ington is firmly committed to expanding NATO, a senior ad-

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ministration official said.

in Moscow next Thursday.

Continued from Page 1

means that if he is to pass a difficult bill, he must rely upon 10 legislators from Northern Ireland. They belong to the Unionist tradition, which wants continued union with Britain. and so they are wary of rapid progress at the negotiating table that could weaken ties with London and lead to absorption by the Irish Republic. The danger is that the Union-

ists will have too much power. A spokesman for the prime minister acknowledged this Wednesday, saying: "We'd be loath to see that, because of the the fut parliamentary arithmetic here, the Protestant community has an unreasonable advantage. At the end of the day, the process won't work if we alienate either side, the Unionists or the nationalists.

For all of these reasons, momentum in the peace process has been slowed. The general engine of the whole affair, in due and the negotiations to proconcessions to the IRA while London held back to calm the fears of the Unionists, has broken down. The talks on Friday are pre-

liminary sessions involving only two parties to the 25-year-long conflict: Sinn Fein, speaking on behalf of the IRA, and civil servants representing the British

ACCESS NUMBERS COUNTRIES

U5A, -

jor told Parliament on Thursday, by talks between the

British and the so-called loyalist paramilitaries, the Protestant gunmen. That is part of the balancing act. From its side, Sinn Fein's

goal is to be treated as a full partner at the negotiating table. The government's is to try to settle some important issues, such as decommissioning the IRA's stockpile of weapons, in order to turn Sinn Fein into a recognized "constitutional" But the substantive talks on

the future of the province, involving all the interested parties that care to join in, are to come later. To prepare for them, London and Dublin have been working behind the scenes for weeks to come up with a "framework" document to lay out the agenda and offer general proposals backed by the two governments.

duce it have hit a snag. The two governments cannot agree on the overarching constitutional questions for Ulster — how to get Dublin to drop its territorial claim on the North and how to ensure that the will of the majority in the North will be deter-

People with first-hand government. They will be fol-lowed in a week's time, Mr. Ma-have reached a stalemate.

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explain that widening NATO will advance Russia's goal of

edge that such an explanation

might not placate the Yeltsin

government, which is worried that it is being left out of the

new security structure that NATO is developing. Secretary of State Warren M.

Christopher spoke with Mr.

Kozyrev this week to reassure

him. Mr. Gore is to meet with

Mr. Yeltsin and Prime Minister

But some officials acknowl-

stability in Central Europe.

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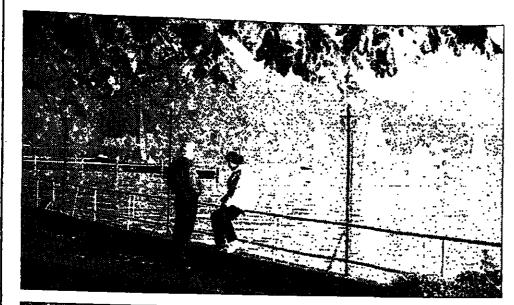
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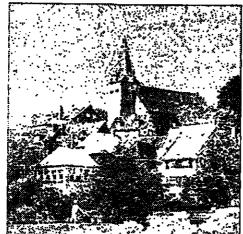
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ESSEN & THE RUHR AREA







also seen a new, vastly dif-

ferent business sector arise

This redirection of activity

has had positive side effects.

"Of all the changes that have

taken place in the Ruhr."

says Walter Deuss, chair-

man of the board of Karstadt AG, "the one most remark-

able to the average resident

has been the major improve-

ment in the quality of the air

and water, in the very look

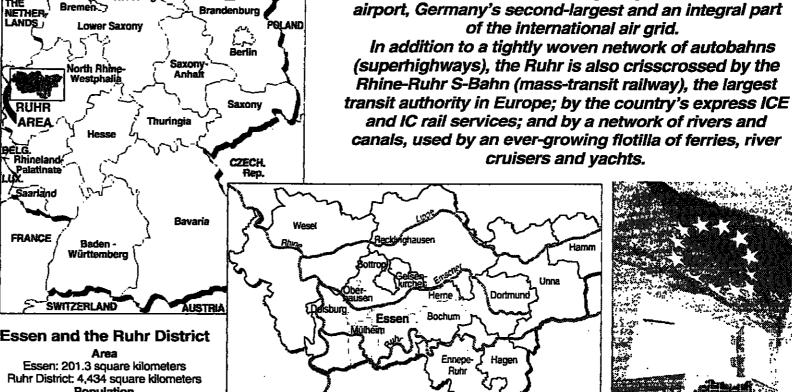
of the cities and the land,

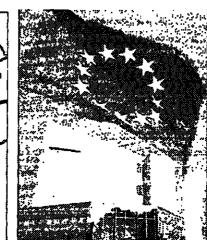
once so polluted."

in its place."



Population Essen: 627,000 Ruhr District: 5.4 million





EMBLEM OF EUROPE'S TRANSFORMATION

Vast new public-works projects in Essen symbolize the turnaround of the region as a whole.

In projects comparable in "The residents are pretty insize to the one currently be- ured to excitement," he ing undertaken on Berlin's Potsdamer Platz, 155,000 square meters of the area around Essen's main train station will be revitalized. The so-called Passarea project includes a 127-meter (420-foot) high-rise, the tallest in the Ruhr district; 10 other skyscrapers; extensive shopping arcades; two hotels; two conference centers; and other facilities.

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For such a huge project, local reaction is low-key: "I think people see the project as a heartening sign of investor confidence in Essen city of Essen, which is supporting the project along with developers RWE AG, construction giant Hochtief

WHAT'S GOING ON

adds, "after a very tumultuous 30 years."

Cleaner and greener Says Hans Singer, president of the city's Chamber of



idents of the Ruhr district have witnessed and been and in the Ruhr," says An- party to some of the most nette Jaeger, mayor of the dramatic change experienced outside of Central and Eastern Europe. They've seen a business community, once the most productive AG and Deutsche Bahn AG and prosperous in the world,

Ruhr was exactly what it had been a hundred years before: center, with the highest levels of affluence and employthe region had gradually di-(the nation's rail authority). falter, setting off a period of versified its activities, steel

Postindustrialism

all-time high.

Then, in scenes common to the entire Western industrial world, the coal mines, unable to compete with foreign mines and other kinds of energy, began to shut down. one after the other. At the same time, there was a glut on the steel market.

and coal were still the re-

gion's economic pillars, and

production of both was at an

These crises were only symptoms of a deeper malaise. "The Ruhr has missed the economic boat," ran the conventional wisdom of the time. Southern and central Germany were on the rise, powered by such new businesses as microelectronics and technical and financial services. Talk of "the sick man of Germany" and the Ruhr" began to gain cur-

There was nothing accidental or easy about the and businesses in planning

wrenching change. They've ties, roads, rail links, business parks and housing. "It has been a struggle for each new investment, each new job," says Ralf Nienaber, deputy managing director of Essen's Chamber of Commerce.

It was a struggle largely won in the mid-1980s, although aftershocks and unresolved issues persist to this day. One symptom is the region's ongoing series of steel-mill closings and the ensuing labor strife.

Up until 30 years ago, ba- True urban renewal

sic change was the last thing Essen in 1994 has a modern, on the Ruhr's collective even glamorous business mind. In the early 1960s, the new field - private-sector telecommunications, infra-Germany's manufacturing structure operations, environmental technologies, advanced methods of power ment in the country. While supply - and chances are good it is based or well-represented in Essen. Twothirds of the city's working population is now gainfully employed in services, with a high percentage of them in such high-end jobs as industrial engineering, printing or international trading.

Thanks to these factors, the greater Essen business district (which also includes Mülheim and Oberhausen) alone is responsible for more than one-eighth of the total economic output of North Rhine-Westphalia, itself accounting for one-quarter of Germany's total gross domestic product, with an economy only slightly smaller than that of the Peoples' Republic of China.

The Ruhr district's performance has matched that of its largest city. The Ruhr's 200 billion Deutsche mark (\$133 billion) economy features such advanced sectors "the deindustrialization of as automotive and industrial engineering, chemicals and semiconductor design. Its rates of long-term growth are squarely in the middle of turnaround when it came. Germany's spread. Below-The state government of average per capita incomes North Rhine-Westphalia are more than compensated joined local governments for by rock-bottom (for Western Germany) living and operating costs.



THE RE-ENGINEERING OF A VITAL REGION

Growth, greenery and garden shows have now become typical features of the Ruhr area.

he contest between the Ruhr district's industrializers and renaturizers has been going on for 130 years. Over the last 30 years, the renaturizers have gained the upper hand. Now they are finally and conclusively deciding the contest in their favor.

The Ruhr's rivers, once polluted by industrial waste, are being returned

"The Ruhr district is green." A generation ago, that statement would have been a laughable untruth although, even in those dark days, the Ruhr was already a lot greener than it had been. By a decade ago, it had become a motto of regional pride, trotted out on every occasion to dispel stereotypes to the contrary. Today. the statement is a national commonplace.

Cultivating green areas Like most stories in Essen and in the Ruhr as a whole, this one starts with the seminal figure of Alfred Krupp, singlehandedly responsible for industrializing much of the district. Setting a pattern for the next hundred years, Krupp was also a great benefactor to the environment. Around his seat, the Villa Hügel, he landscaped, at vast expense, a park of some 75 hectares (185

acres), today's Hügelpark. The next steps were taken by the city itself, which in 1929 turned a 70-hectare industrial site into Gruga Park, one of Germany's largest municipal parks. Each move by the city's business community away from steel milling and coal mining toward high-tech production and services returned further industrial sites to "civilian" use. Essen's city government saw to it that a goodly portion of these expanses were renatured - with impressive results.

Today, forests and parks account for nearly 3,000 hectares of the city's area, more than two and a half times as much as 50 years ago. Some 3,038 hectares of that have been incorporated into Germany's system of nature preserves.

As a result of its greening, some 63 percent of the Ruhr district is now comprised of parks, gardens, waterways and farms. The region's the Emscher had been

The best from the renaturizers is now coming onstream in precisely the area once referred to as "the worst of the Ruhr district."

GETTING THERE - AND GETTING AROUND

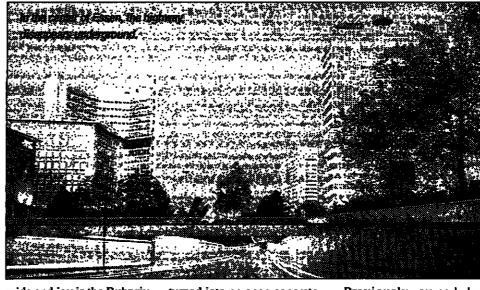
It's easy to get to the Ruhr district, and even easier getting around it. Downtown Essen is only 23 kilometers (14 miles) by express rail or highway from Düsseldorf

> westward for 70 kilometers through the Ruhr district's center. The Emscher district, with a population of 2 million living in 17 cities occupying 800 square kilometers, was never a tourist attraction. During the course

> of the industrial revolution,

centers, kindergartens and concert halls, museums and office complexes, shopping malls and "climbing parks." The size and scale of some

of the individual projects Reclaiming the Emscher have attracted the attention The Emscher river runs of the world's leading conservationists, architects and impresarios. Once an industrial wasteland, north Duisburg's 200-hectare Volkspark is centered on a decommissioned steel mill, whose grounds are now home to 300 different kinds of plants as well as rare reptiles and



pride and joy is the Ruhr riv-er itself. Once "the district's gutter," it has been a favorite swimming hole, source of potable water and site for a day of sailing since the early 1930s, when five stretches of it were turned into reservoirs and an extensive sewage treatment system

turned into an open concrete drainage ditch; its land had become a jumble of industrial refuse, bedraggled communities and abandoned production facilities. Today, many sections of

tributaries have the look, taste and smell of the preindustrial era. Some 350 kilometers of waterways are now being renatured, and 320 square kilometers of land have been reclaimed and are currently being turned into parks and gardens, all linked by hiking and bicycle paths.

Imaginative site recycling Also being rejuvenated are the region's industrial facilities themselves, now given new lives as technology transfer and multicultural total allocations.

Previously owned by MAN Gutehoffnungshütte AG and formerly one of Europe's largest storage facilities for industrial gases, Oberhausen's "Gasometer" is now the site of an industrithe Emscher river and its al museum as well as extravaganzas of all kinds.

Working this transformation has been the Internationale Bauaustellung Emscher Park (IBA - International Building Exhibition). created in 1989 by the region's local governments and the state of North Rhine-Westphalia.

To date, reports Gerd Seltmann, the IBA's deputy director, some 800 million Deutsche marks (\$533 million) in private investment has been secured by the program, some one-third of its

The issuections of the program (into the program (into) has been accompanied by many emissions positional and pilingar developments index good passed has been busy efficient during the last lour months hold Aug. So Dec. \$ Of serfisher, attribute, edition of the lour and tourism related events have used tourism the proposed of the manufactural related events from the proposed of the manufactural related events from the end of the Bound of the Monard of the Bound related to the Bound related FOLLOWING IN THE FOOTSTEPS OF THE ROLLING STONES

The venue for the EU summit is a versatile site known for its wide range of trade fairs and other events - including rock concerts.

Starting on the afternoon of Dec. 8, Essen's trade-fair working relationship with Disseldorf's trade-fair authority.

The afternoon of Dec. 8, Essen's trade-fair working relationship with Disseldorf's trade-fair authority.

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The world's business community knows Messe Essen, the city's trade-fair authority, very well. It is among the world's top 20 in terms of turnover, number of visitors (where it also ranks in Germany's top three) and exhibitors.

Within the German trade-fair scene, Messe Essen is known as an innovator. It has shown a great knack for developing attractive new events. The latest examples, reports Munich's Stiddeutsche Zeitung, are fairs for traders in surplus merchandise, wedding-related articles and the dance industry. chandise, wedding-related alto an innovative distribution of the formula of the chandise, wedding-related alto an innovative distribution of the chandise distribut

their calendars and capital expansion plans.

What is surprising is that Messe Essen is also the only authority in Europe to be known in many of the Continent's living rooms and rock clubs.

The trade-fair grounds feature 18 halls covering 90,000 square meters. The Grugaballe is one of the authority's six congress facilities, in which some 895 events are held every year, 117 of them in the Grugahalle. While many of these events focus on such worthy subjects as ongoing developments in medical technology and methods of selling con-sumer goods, the Grugahalle tends to feature Broadway shows, sporting events and rock concerts.

For two generations of young Germans, the Grugahalle has been one of the country's premier venues for rock concerts. Everyone from the Rolling Stones to Elvis Costello broadcast from the Grugahalle in the late 1970s and early '80s. "Actually, while I'm always glad to spend an evening taking in one of the Grugahalle's events," says Gerd Luberichs, chairman of Messe Essen's managing board, "my own tastes run to classical music, not rock."

Global trade events

Mr. Luberichs's days are spent helping manage a very busy calendar - busy because Messe Essen has two constituencies. It provides a full range of events for the region - with 15 million people within a 90 minute drive, the largest in Europe. At the same time, the authority has established a number of events attracting trade exhibitors and visitors from around the world. They include IKK, focusing on "cold" and air-conditioning systems, OFTECH (surface treatment technologies) and ChemSpec Europe, concentrating on chemical specialties. All told, Messe Essen's 1995 calendar features 25 major events.

"ESSEN AND THE RUHR AREA"

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WRITER: Terry Swart:berg is a business writer based in Munich. PROGRAM DIRECTOR: Bill Mahder.

MANUFACTURERS EVOLVE TOWARD SERVICE

The region's corporate community combines long-term continuity with ongoing change.

One of the common fal- extended modern pipelines order suppliers and tour and lacies in current business thinking is that only new companies can have viable new products and promising new business areas. According to this thinking, the older the company, the older its products. The corollary: the more established the company, the less adventurous its the world business strategy.

The recent track records of the Ruhr district's major companies suffice to dispel these myths. RWE, Ruhrgas and Karstadt are the largest in their particular sectors in the entire postwar period. These very same companies have boldly entered promising new business areas and launched new products.

New sectors to conquer

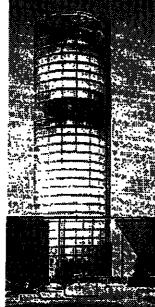
Long Germany's largest electricity supplier, RWE also bids fair to become one of the country's major telecommunications companies, thanks to its entry into the corporate communications and data transmission sectors, both as a consortium member and on its own. RWE is now one of Germany's leading suppliers of environmental services through its RWE Entsorgung subsidiary, which includes 200 individual companies and activities. Its Hochtief construction subsidiary is currently making a determined move toward the number-one slot in its industry. Its Lahmeyer project engineering and energy facilities arm (as well as its various associates and subsidiaries) is one of the world's major players on the infrastructure scene.

Ruhrgas has not so much diversified into new businesses as it has opened up new geographic and technological areas. Either on its own or as a consortium member, the natural gas supplier, one of Europe's largest, has steadily built and

throughout the Continent. By developing combustion technologies and equipment. the group has also helped expand the range of natural gas uses. One consequence has been the rapid proliferation of ultra-efficient, ultralow-poliuting cogenerationbased power plants around

Diversification

One of Karstadt AG's recent moves made headlines in the financial pages. To maintain its primacy in Germany's re-Germany, and have been for tail sector, Karstadt acquired Hertie GmbH, the country's third-largest retailer, making the Karstadt department store group the largest in Europe. Karstadt's other under-takings, while not quite as and equips billion-mark spectacular, have been equally gratifying to the trial facilities around the company's shareholders. Today, Karstadt is one of Germany's top-three mail-



The newest face in the Ruhr's metropolitan area: the DLZ. or Dienstleistungszentrum Stern, which will house offices of RWE

travel operators.

The Ruhr's manufacturers have also expanded into new markets, diversified their range of products and restructured their operations. Although nominally doing the same kind of business as they were 40 or even 140 years ago, these manufacturers have completely redefined their way of operating.

In transition

"For all intents and purposes, we've become, predominantly, a very high-end technical services company with built-in, still sizable production facilities," says Klaus Brückner, president of Duisburg's Mannesmann Demag steel mills and other indusworld. "Forty years ago, we manufactured nearly everything ourselves. The service element was relatively unimportant. Today, we have one-tenth the manufacturing staff we had previously and nine times as many design, production and pro-

Says Hans-Joachim Kollmeier, chairman of the board of Th. Goldschmidt AG: The high-performance chemicals and other specialties we market are very concrete products, but in fact we are now selling and living off our know-how, specifically our know-how in the field of surface chemistry."

Surfaces are everywhere between materials, substances and mixtures. Their joinings are governed by complex properties and phenomena. To influence or improve these, Goldschmidt has developed a wide range of additives. Examples of these are stabilizers for polyurethane foams, defoamers for mineral oils, lacquers and other materials. and additives for lacquers and paints. Many of Goldschmidt's products are encountered in daily life, in personal-care items and cosmetics, on the surfaces permitting stick-on labels to be separated from paper and in products used in treating metal and glass.

In specializing in knowhow and processes, Goldschmidt is continuing a nearly century-and-a-half-old tradition. In 1847, Theodor Goldschmidt founded a company in Berlin to produce tin-based auxiliaries, items used to treat and dye textiles. In 1889, the Goldschmidt company moved to Essen in order to be closer to its main source of raw materials and its largest customers at that time.

Impetus for change

After World War I, as the region's steel and machine manufacturers moved first into automobiles and complex machines and then into electrical and industrial engineering, Goldschmidt became a producer of surfactants and other high-end chemicals.

Compared to the quantity of products they are added to, and to the characteristics or changes they induce in these products, our surfactants and other performance additives are relatively small in mass," says Mr. Kollmeier. "The desired properties or characteristics they impart are large in effect. To achieve these effects, we spend 10 percent of our turnover - a very high figure - on research and development, on further developing

our know-how." Instead of a few best-selling products for a few broad-use markets, Goldschmidt now has a variety of "stem" products for a corresponding number of market

Throw in an ever-larger number of competitors and Germany's relatively high operating costs, and this



complexity might seem a recipe for corporate disaster. But Goldschmidt's story is typical of the region's entire sector, points out Hans Singer, president of Essen's Chamber of Commerce and Industry. "The Ruhr district's manufacturers have undergone a very hard shakedown process and are confronted with high levels of competition every day." he says. "Only those companies with a tremendous flexibility, an ability and willingness to learn and plain industriousness have survived.'

Actually, Goldschmidt, like many of the region's other corporate mainstays, has been doing much more than just surviving. In 1993. the group registered solid increases in turnover, which rose close to an all-time high, and in profitability.

Flexibility in action

"In today's industry, the trick is to know where and how to locate the margin," says Mr. Kollmeier. "For Goldschmidt, it's sometimes in conducting, developing and marketing work on a proprietary or a third-party basis, sometimes in imple-It's even very often in normal manufacturing and marketing. This diversified ing up of such new markets as America and Asia."



Klaus Liesen, Ruhrgas chairman: "Ruhrgas's cultural and social activities have furthered our links to and long-term business relationships with natural gas producers in Denmark, the Netherlands, Norway and Russia. These activities have also further developed the ties between Ruhrgas and the community of which it forms a part: Essen and the Ruhr district."

supplier of specialty chemi- for us, our product developcals in the United States.

"We played all the cards Mr. Kollmeier. "First we to show American cusstabilizers and conditioners could do. At the same time, we started a dialogue with repertoire of roles has stood us in good stead in our openquired. After being accepted by the Americans, we were It took Goldschmidt sev- in a position to offer both cock and the region's other

ment and adapting services."

After a number of pioin our hand in opening up neering steps in the Asian the American market," says market. Goldschmidt is chemicals, industrial facilimaking a major move, havhad to go through a bit of sing recently founded subshow-and-tell – and of sidiaries in Taiwan, Singa-course a lot of learning. We pore and South Korea, and set up a small manufacturing sales offices and trade labofacility and used its products ratories in two major cities in China and marketing agreements. tomers what our surfactants, also initiated a manufactur- customers, markets and ing agreement in Indonesia.

The value added: service The international success enjoyed by Goldschmidt, Mannesmann Demag Hüttentechnik, Deutsche Baberal years and all of its flexi- our complete range of prod- industrial chameleons has when these items so obvibility to become a major ucts and, equally interesting pleased both corporate ously form single entities."

shareholders and regional business development authorities. The end products of these companies are still ties and power plants, among other things, meaning that they are still categorized as manufacturers. The value added by these companies stems from such intangibles as knowledge of technologies.

"It may be time to finally do away with such previously existing dichotomies as local and international markets or manufacturing and service sectors," observes Mr. Kollmeier, "especially

THE RUHR'S RETAILING REVOLUTION

A by-product of the Industrial Revolution was the still-ongoing Commercial Revolution.

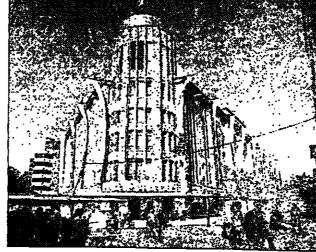
Everyone knows the story of how the Industrial Revolution unfolded in various countries in Europe: a generation of intrepid, often selftaught inventors and mechanics set up their primitive steel foundries and machine shops in hitherto rural areas. In Germany's case, the area was the Ruhr district, and the time was the beginning of the 19th century.

Then came the metamorphosis of the foundries and shops into industrial behemoths: steelworks, chemical factories and locomotive factories, all powered by King Coal, all turning their humble founders into the uncrowned kings of 19th-century Europe.

Sharing the wealth

Hot on the heels of the industrial barons building and operating their factories and coal mines were traders, out to sop up the wealth created by this revolution. The industries grew bigger and bigger, as did the cities around them. Essen's output rose 40-fold and its population 13-fold between 1870

and 1939. The traders outdid even this breakneck pace, accumulating wealth and trading outlets in a veritable rush. The Ruhr is still home to Germany's three richest families, all of whom cames their money primarily through trading, retailing through trading, retailing through trading retailing through trading retailing to the service sector through trading transporter.



Today, Karstadt has 168 main outlets throughout Europe.

gelmann and Aldi in the supermarket sector, Ruab Karcher in the industrial and building goods area, and Karstadt in department store retailing.

Steel or Rail or Coal or Colonialism. An unusual but fitting variant might be the Age of Department Stores, pinpointing where the riches were spent. Clustered in such business and industrial metropolises as London. Paris. Berlin and Essen. these stores were, as Walter Deuss, chairman of the board of Karstadt AG,

iar names as Kaiser's. Ten- fits the Continent's largest department store operator. with 168 main outlets and a total group turnover of 28 billion Deutsche marks (\$18 billion i

The pre-World War I era is often labeled the Age of One hundred and thirteen One hundred and thirteen years ago, Karstadt referred only to Rudolph Karstadt, an aspiring store owner with a single textiles store in Wismar. Mecklenburg. Four years after Karstadt's move, Theodor Althoff also opened up a textiles store, this one in Dülmen, Westphalia. By founding department stores, both merchants profited from and participated in the great retailing boom of the pre-World War I era, with Althoff gravitating toward the heart of it - the Ruhr.

In 1894, he opened his

rise to the top - the Kaufhaus Althoff," as Essen's Westdeutsche Allgemeine Zeitung recently termed it. Like its counterparts, Berlin's KaDeWe and Paris's Galeries Lafayette, the Kaufhaus Althoff combined a strikingly modern exterior with an unabashedly sumptuous interior.

International service

Modernized and expanded, the renowned Kaufhaus am Limbeckerplatz still holds pride of place on Essen's retailing scene. Everything else has changed. In 1920, Karstadt and Althoff merged, setting up today's company, which has had its headquarters in Essen since 1950. Karstadt, explains Mr. Deuss, has long since shed its regional roots.

"My own personal ties to the Ruhr district are strong," he says. "I've worked and lived in the region for over 30 years and witnessed its amazing transformation. Like many of Karstadt's employees. I take great pride in the region's many recent achievements." A personal attachment to the region and a professional "multilocal" outlook by no means preclude each other, especially not in this very internationally minded region, he adds.

"In fact, for Karstadt, a multilocal approach is a prerequisite for business operations," Mr. Deuss points out. "Multilocal simply means With headquarters in the region are their retailing groups, bearing such famil- was mist developed.

Today, Karstadt is one of first store in Essen, In 1912, the household names of Europe's business world, as bearing such famil- ope's business wo

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ONCE AND FUTURE BUSINESS SECTORS

A look at two of Essen's main livelihoods.

Essen may be Germany's center of energy supply and one of the world's leading hubs of high-end trade, but the city lacks the hulking rows of power plants and long lines of container-laden freighters that this description would suggest.

Essen does have its share of power plants. It also has a large international community and clusters of modern skyscrapers. They house RWE AG, which generates 25 percent of Germany's total electricity and provides a good portion of its gas (through its DEA group), heating oil and other forms of energy; Ruhrkohle AG, Germany's largest coal provider, STEAG, a major operator of district heating schemes; Ruhrgas AG, one of Europe's leading suppliers of natural gas; and DEM-INEX, the country's leading developer of petroleum fields.

They also house the world's largest traders in capital goods, companies whose high-profile transactions are denominated in billions of marks.

Corporate nerve center

For Klaus von Menges, chairman of the executive board at Ferrostaal AG, a simple fact accounts for the discrepancy between the city's livelihoods and its houses, about half of them in look. "International trading companies generally have a very high portion of their operative staff out in the field," he points out. "Another factor is that communication links are increasingly obviating the need for flying trips to corporate headquarters. It's the same situation in the energy sector. Today, it takes a relatively small number of centrally based people and facilities to Aconfigure and operate Eu-

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rope-wide networks." Seven decades ago, the situation was completely different. Activities and staff were locally based, and today's big ticket operations were simply interesting side-

In 1926, the Ruhr district's coal cartel had an interesting problem: it had a it was in the '70s that Fercommercially promising by- rostaal finally and concluproduct - coke oven gas and even prospective customers for it. Missing was a fledged trading house. The way of conveying the gas to the customers and a compa-

ny to manage it. The solution was to set up a subsidiary, Ruhrgas, which quickly built first a regional. then a nationwide network of pipelines,

In the 1960s, natural gas in significant quantities was discovered in Germany, and Ruhrgas began its great switchover to this source of energy. Today, Ruhrgas maintains a pipeline network 9,300 kilometers (5,760 miles) long, supplying more than 560 billion kilowatthours of natural gas a year.

International industries In the post-World War I era, the Ruhr's industrial giants set up what were in effect offshore trading outlets. One of them was Ferrostaal, founded in Den Haag in 1921 by Oberhausen's Gutehoffnungshütte Aktienverein (GHH), one of the two forerunners of today's MAN group. Ferrostaal's initial purpose was to distribute the steel and other items produced by GHH and its partners. In 1930, Ferrostaal was moved to Essen.

There are hundreds of international industrial companies in the world. All have subsidiaries trading in proprietary products through proprietary channels and on proprietary markets. Ten "true" international trading Japan, have emerged out of this mass of trading subsidiaries.

These world traders provide a broad range of industrial systems and facilities to a broad range of markets in many different ways. One of them is Ferrostaal, generally regarded as Germany's 'truest" trading house. As Mr. von Menges explains, the road from trading subsidiary to trading house was long and evolutionary.
"Throughout the '30s, in-

ternational contacts were built up with such fledgling customers as the Middle East's petroleum processing industry," he says. "These contacts were reforged in the 50s and upgraded and extended, particularly in such areas as South America. But sively crossed the great dikey move was our acquisi-



Klaus von Menges, chairman of Ferrostael's executive board.

arm and erection facilities." Ferrostaal's move was well-timed, as it was followed by the industrial takeoff of first Southeast Asia and parts of Latin America, then China, South Asia and the Caribbean. These quickly growing regions have had a voracious need for turnkey industrial plants.

High risks, high stakes It would seem to be a need

most industrial companies would be eager to meet. In fact, a number of factors forestall most of them from entering the field, explains Mr. von Menges. "It's a high-risk, high-stakes business," he says. "Customers expect Ferrostaal and other trading companies to be able to deliver plants at fixed schedules and costs - although local operating con-ditions are often difficult and such projects are highly susceptible to shifts in currency values, in product prices and availability and in transport conditions. Then there is the sheer magnitude and timeframe of such projects. How many companies have either the breadth of expertise or the persistence and depth of focus to take on a multimillion-mark methanol plant in Trinidad or a tire-producing factory in Indonesia, each involving the assembly of thousands of individual, in-

termeshing parts?" There is an increasing need for industrial plants and related equipment and a growing number of cus-tomers. Not only are many developing countries? economies expanding quickly, they are also going private. Over the last decades, hundreds of state-owned steel, automobile and chemivide and became a full- cal manufacturers, oil refiners and energy suppliers have been privatized in these tion of a structure-building countries. New, competing all right?"

producers have sprung up.

All-encompassing services "The old days of national near-monopolies is long past," says Mr. von Menges. 'A host of relatively lean, sharply calculating, expansion-minded companies has taken their place. This is good for international trading houses, which now have a much wider base of customers. It also, however, places new demands on the houses. These new companies often require an all-encompassing range of services, including everything from arranging project finance to commissioning the production facilities."

In such work, Ferrostaal has two main assets: the capital and technological backing of MAN, one of the world's largest producers of capital goods, and its own human resources.

"Although it's one of the fastest-changing businesses in the world, it's not one you can learn overnight, or even in a single generation," says Mr. von Menges. "Our only capital - aside from the great operational and financial resources of MAN - is the knowledge and contacts our experts and executives have, be they located in our headquarters in Essen or out in the field in Brazil or Thailand or Korea. Another important asset is a well-inured set of nerves, as far as it is possible to achieve something like that in today's

constantly changing world." He continues: "Although I've been in this business for more than 30 years, every time there's an earthquake or a coup or some other act of God or man somewhere in the world, my first involuntary reaction is to wonder: Who do we have there and are they and everybody else

AN ATTRACTIVE FINANCIAL COMMUNITY

Not only local banks, but also those from other regions are active in this lucrative market.

he 82 universal and sav- says: "Our financial busiings banks, insurance companies and finance houses in Essen would seem to operate under a serious disadvantage - their home market is very attractive to interlopers.

The latest forecasts are for the Ruhr district to achieve a gross domestic product of 200 billion Deutsche marks (\$133 billion) in 1994, with 28 billion DM of that from Essen alone. The market is also lucrative, as it involves a catchment area of over 240,000 companies and 5.5 million consumers.

These companies and consumers feature levels of profitability and purchasing power well above state aver-

ness doesn't necessarily go to Frankfurt or Düsseldorf. Rather, Frankfurt and Düsseldorf often come to Essen." The relatively large size of the region's financial community is attributable to migrants from these cities.

A complex market Why do they come? "This is," says Mr. Schulte-Kem-

per, "a market that can't be adequately covered from a distance, especially not its institutional segment. It's too complex for that."

Seventeen highly distinctive communities make up the Ruhr district. Each has ages. All these factors have needs, revenue and asset

petite for capital and financial services is a wide range of banks, including such public-sector heavyweights as Westdeutsche Landesbank Girozentrale, Providing these banks with refinancing is a range of specialists with proprietary expertise in carefully evaluating municipal balance sheets, compiling cash flow analyses and determining

Start-up capital: goodwill One of these specialists is Hypothekenbank in Essen AG. This "mortgage-issuing bank" is one of the newest and most solvent members its own set of financing of Essen's financial community, having been founded in

project prospects.

Frankfurt or Düsseldorf, the question arises: Why Essen?

Essen had – and has – excellent infrastructure," says Mr. Schulte-Kemper. It is an attractive place in which to live and in which to recruit financial personnel. Most importantly, the Ruhr district forms a huge financing market, one that has to be covered on the spot. The capital of mortgage banks is their in-depth knowledge of the local property and public sector markets. Local assets

form our collateral." He goes on to cite another reason, one shared by all the bank's founders: "We saw a region in the midst of change, striving to transform everything from its business



been enough to attract the interest of the banking communities in nearby Düsseldorf and Frankfurt. As Hubert Schulte-Kemper, chairman of the board of the Hy-pothekenbank in Essen AG, Joined by state-level bodies, each has snawned an assortment of housing and project development authorities.

Satisfying this enormous individual and collective ap- tions tend to set up shop in come start-up capital."

bases and budget problems. 1987 by private investors. base to its environment. We not founded very often - the last was created a quarter of a century ago - and because most new financial opera-

Because this type of bank is took it upon ourselves to support this process. The goodwill arising from our decision to come to Essen turned out to be a bit of wel-

HOME TO NEW TECHNOLOGY CENTERS

German institutes are at the forefront of developing technologies for the future.

ne of Germany's very first technology centers was built in Dortmund in 1984. A year later, ETEC (Essener Technologie- und Entwicklungs-Centrum) opened its doors. ETEC's 22,200 square meters of space and 100 high-tech tenants make it one of Germany's three on the department. largest "business nurseries." with a spectrum of innovative products to match. According to newspaper reports, ETEC is the most cost-efficient center of its ernment is outsourcing serkind in Germany, even managing to record a profit on

ongoing operations. Cost-efficiency and innovation are also the leitmotifs of the city governments of as an early-warning seismo-Duisburg and Oberhausen, graph for the rest of Ger-

which three years ago be- many," says Herbert Tröschcame the first cities in Germany to rigorously institute private-sector business practices and cost-accountability in their municipal administrations. They have pared costs by between 15 percent and 21 percent, depending

Today, the number of technology centers in Germany has passed the 400 mark. Following the Ruhr's lead, nearly every city govvices and putting its operations on a businesslike basis.

Germany's seismograph The Ruhr has long served er, ETEC's managing direc-tor. "We experienced such problems as the need to revitalize a business base and to trim public-sector costs earlier than the rest of Germany, and therefore we also came up with the answers earlier than other places."

There is, of course, nothing static about this process. "Each year brings with it new problems and new answers at ETEC," Mr. Tröscher points out. "Our initial challenge was simply that of financial survival, and that has involved making sure that our companies would survive."

To that end, ETEC has provided its companies with

every conceivable kind of business development service and assistance, including helping them procure ad-ditional funds, set up and run their daily operations and purchase or sell licenses and patents - even hiring a "management coach" to inculcate executive skills.

To acquaint these companies (and the entire region) with the latest advances in their fields, ETEC has also founded centers of energy, environmental and building technologies under its roof. In doing so, it has worked with leading American institutes and universities.

Model for the East Now operating at a near-full occupancy rate and with a solid lineup of solvent ten-ants, ETEC has mastered those challenges. Others have come from external sources. Following German unification, many communities in Eastern Germany sought to transplant what is now called the "Essen role model" to their areas. ETEC has responded, providing financial and technical support as well as a new facility in Cottbus, Brandenburg. COTEC (Cottbus Technolo-gie- und Entwicklungs-Centrum) is "a very viable proposition and a role model for its region," reports one local newspaper.

ETEC has ranged even further eastward, holding seminars and workshops aimed at promoting the development of business in and with the CIS countries. "It's in those regions that the need for innovation and cost-efficiency are especially high," says Mr. Tröscher.

Welcome to the summit of technology





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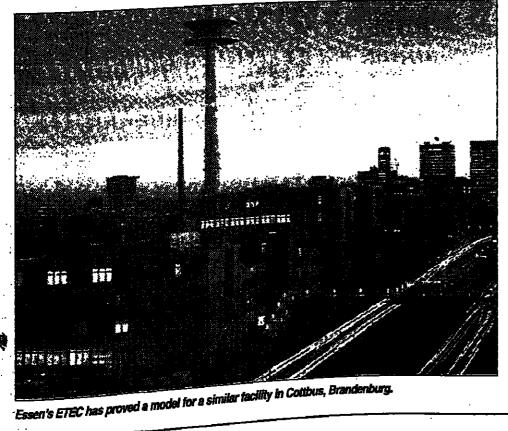
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THE TRIB INDEX

WISTREET WATE

PUBLIC AND PRIVATE ART PATRONAGE

Must money be the enemy of art? Not necessarily.

1 he creative process has a and St. Petersburg. It was tenacious ability, willy-nilly, to flourish in money's relative absence. The only preconditions for its nourishment are cheap, easily available studios and an artistic tradition. The Ruhr district has both in abundance. "Its plenitude of loft and gallery space, a legacy of its industrial and mining past, has proven a veritable seedbed for new artists and new art movements," reports Harald Polenz, cultural journalist and expert on the local arts scene. The region's tradition of plainspoken, effective modern art started with the sculptor Wilhelm Lehmbruck and the painters Otto

Pankok and Werner Gilles. Recent cultural history is replete with overfunded extravaganzas of little artistic merit. The key link between quality and quantity in art must always be discern-

Record exhibitions

On Nov. 1, 1993, Essen's Folkwang Museum closed its doors on Morosow and Schtschukin - the Russian Collectors." The exhibition was a portrayal of the consummate sense of discernment evinced by these two Moscow-based merchants. On display were 120 of the French Impressionists and early-20th-century "Classic Modernists" they collected between 1866 and 1914. Many of these masterpieces had never been shown before in the West.

The exhibition was viewed by 572,000 people, a new all-time record for the German art scene, plus nearly half a million more at its two other venues. Moscow

sponsored by Ruhrgas AG, Germany's leading supplier of natural gas. This recordsetting was also a repeat performance. The country's previous all-time "most-visited" exhibition had been "Van Gogh and the Moderns," held at the same museum three years earlier. with the same sponsor.

The Ruhr's exhibitions of visual art are not confined to one-shot affairs at its marquee venue. The district has Germany's broadest base of art on permanent exhibition. Its 135 collections include the Judaica collection in Essen's Old Synagogue and Mülheim's Städtisches Museum. The Design Zentrum Nordrhein-Westfalen, located in Essen, is one of Europe's main centers for presentations and retrospectives of contemporary design in all its forms.

Private-sector patrons

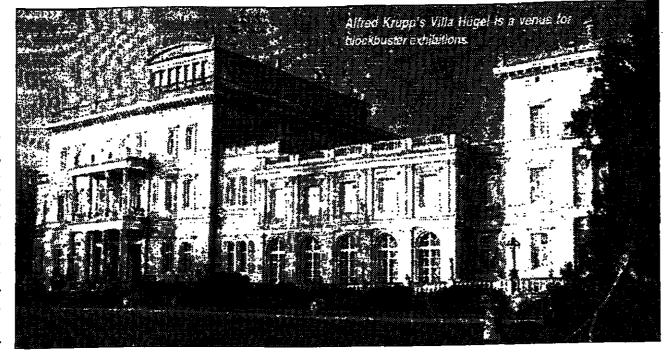
Funding for all these museums comes from philanthropic firms, private citizens and benevolent associations, with a strong contribution - to the extent their budgets allow - from local and regional governments.

On the German art scene. it's long been viewed as an incongruity that a region with such straitened public-sector finances should have such an unparalleled art scene," says Klaus Liesen, chairman of the executive board of Ruhrgas AG. "In Germany, artistic activity is often mistakenly viewed as deriving from public-sector support. In the Ruhr district, we've followed the example of the Americans and the

British and relied heavily on



sso's "Absinthe Drinker," shown at the Folkwang Museum.



the private sector as a source of sustenance. That sustenance has been forthcoming

in gratifying amounts."

By now, the private sector's interest in and support of the arts is a tradition that is over a century old.

"The Essen region's assemblage of visual art arose as a 'spillover effect' from the accumulating of our great family fortunes and from the forming of the region's far-flung business re-lationships," says Klaus von Menges, chairman of the executive board at Essen's Ferrostaal AG. "In their own ways, the late-19th-century industrial barons - the Krupps, Haniels, Thyssens were Renaissance men. There was literally nothing that escaped their interest. Art and architecture occupied a prominent place."

Industrialists' legacies One expression of this universal interest is the Villa Hügel, designed by Alfred Krupp and completed in 1873. The Villa Hügel features his resplendent collection of folios, furniture and tapestries. Today, this 175room mansion is a venue for blockbuster exhibitions.

Another is the Folkwang's permanent collection of Impressionists, Expressionists, Fauves and Surrealists, which originated in the discernment of Karl Ernst Osthaus, the archetype of the late-19th-century industrial-

ist-collector. While the industrialists were laying the groundwork or their vast collections. their companies were building up a network of business relationships around the world. A company like Krupp maintained business relationships with such faraway countries as China. Argentina and Russia as early as 1870. Over the decades, these relations first yielded flows of sales and supplies, and later works of

"Long-term business relationships - and we at Ruhrgas have worked closely with our gas suppliers for decades - yield a deep understanding of and interest in the partner's country and culture, plus the trust facili-

Essen's Old Synagogue is also a museum of Judaica. works of art. Bringing it back home

'I believe a form of preselection explains that characteristic." says Mr. von Menges. "Any person willing to leave home and conduct business abroad is bound to have an innate curiosity and an interest in other cultures. International business networks are generally staffed by such 'world discoverers, who often have an understandable drive to collect the visual fruits of

their discoveries," This drive is quite apparent to visitors to local companies' headquarters. Virtually all of them have inhouse exhibition spaces, including Ferrostaal's Small Soviet rule. The PH soon

mercial emissaries have dis-played an undeniable in Germany. Nor is this pa-tronage confined to the visupropensity for collecting al arts. "Many of our major international festivals and cultural events, such as the Ruhr's Klavier Festival and the Ruhrfestspiele Recklinghausen, wouldn't even be conceivable without private sector patronage," says Mr. Polenz.

Musical haven The partnership between the public and private sectors in fostering the arts has taken some unusual forms.

Everything about the Philharmonica Hungarica -"PH" for short - is unique to the German cultural scene. It was founded in 1956 by many of Hungary's best musicians, who had been forced to flee the country following its failed rebellion against

cured support from a new partnership of patrons, including the German federal government and a variety of private-sector sponsors, sev-PH's new home region.

"In addition to its undeniable excellence and its moving story, there is another reason to support the orchestra," says Hubert Schulte-Kemper, chairman of the Hypothekenbank in Essen AG, a main sponsor, "The Ruhr has thrived on being an agglomeration of diverse individual communities and diverse individual cultural bodies funded in a wide diversity of ways. You can find world-class culture virtually anywhere in the world, but not this concentrated diversity. And this diversity requires constant cultivation and upkeep."

CONGENIAL HABITAT FOR 'GREEN' TECH

The area is a showcase for environmental technology.

A region confronted with industrial pollution longer than almost anywhere else in the world has transformed a century of often bitter experience into a host of new technologies.

As of April 1995, Germany will have 40,000 tons less of mixed plastic packaging and 32,000 tons more of high-quality synthetic oil – the result of the first year of operations of the country's first polymeric hydrogenation plant, located in Bottrop and operated by Essen's Ruhrkohle Umwelt GmbH and Gelsenkirchen's Veba Oel AG.

The plant is highly efficient. Only 10 percent of its energy is lest in the hydrogenating process. He products are still released to the hydrogenating process.

is lost in the hydrogenating process. Its products are still relatively expensive, costing more than conventional crude oil, but with charges levied on the disposal of plastic wastes steadily increasing, the facility would seem to have a viable commercial future.

Next shortage: waste plastic

The Bottrop plant is expected to quadruple its consumption of waste plastic by 1996, at which time similar plants are scheduled to come on-stream. This may set the stage for a highly welcome situation: a shortage of waste plastic in Germany, similar to the current one in waste paper.

Natural gas is the cleanest and most efficient of all fossil fuels, especially when it releases its energy without being combusted. That is precisely what Thyssengas's fuel cell does: it uses acid-based electrochemical reactions to cogenerate heat and electricity. Its rate of energy efficiency is 88 percent, a world record. Associated pollution is virtually nil. The fuel cell is to be used in decentralized, locally based power stations. The largest such power station, located in Bochum, is currently being put through its paces.

COAL'S LEGACY

Former mine buildings are now leisure-time venues.

Half a generation of Essen business district. The would-be poets, late-night rockers, day-care children and visitors on the Grand Architectural tour have been to the Zeche Carl's 3,500 square meters of halls and rooms and have admired its Art Nouveau flourishes and massive beams while enjoying the cultural events held in them.

Many have not quite realized the mine buildings' true vocation: serving as a symbol for a city and its accomplishment of conscious

For 114 years, Zeche Carl

work was dirty and often dangerous, and up to 20 million tons of coal a year was extracted from the mines, enough to fuel much of the Ruhr district and Germany's industrial revolution. In 1970, Zeche Carl was

shut down. In 1986, the last mine in Essen, Zollverein, followed suit. Since then, one after another, the mine buildings have been restored.

Today, they are the venues for some of Europe's liveliest and loudest nightlife. Zeche Carl is the scene of was anything but a symbol. some 400 cultural events a lt was one of 26 mines in the year.

A Guide to Essen. AND THE RUHR

eral of them based in the The region offers a range of sights and attractions.

 The Ruhr district is green - too green in the opinion of those who, on a nearly regular basis, manage to get temporarily lost in the Hohe Mark's 1,000 square kilometers of greenery. For hundreds of thousands of local residents, however, the Hohe Mark is a problemfree venue for an afternoon hike, bicycle tour or picnic. For regional planners, the nature preserve, the largest and oldest in a metropolitan area, is a symbol of the successful coexistence between

ecology and economy.
• The "Margarethe" of the Margarethenhöhe was Margarethe Krupp. It was her donation of land and money in 1906 that led to the building of what has been called "Europe's most gracious, extensive garden city." originally exclusively for the use of Krupp's work force. Today open to the general public, this humanscale assemblage of 1,000 homes, several market squares and parks has served as the prototype for integrated developments located everywhere from New York to New Delhi. The first work-force residential quarter in Germany was Oberhausen's Eisenheim, whose cozy comfort puts an unexpectedly human face on the early industrial revolution. It was built in 1844.

 The Rhine meets the Ruhr in Duisburg. The junction forms the world's largest inland harbor, with 50 million tons of throughput a year. The harbor itself is a collection of 19th-century brick warehouses, industrial monuments and lowprofile taverns. Two-hour boat tours are available.

 The Ruhr is a collection of marvelous, playfully restored industrial structures. The most playful of all is Hamm's Glass Elephant, once the coal-conveying tower of the Maximilian mine, today - refurbished and clad with glass - the world's most unusual greenhouse. Other industrial structures worth a special trip include the region's various Malakoff towers. named after the battle in the

• A short boat trip to the

Roman Empire, a short train trip to the Stone Age: riverboats link the heart of the Ruhr district with Xanten, 35 kilometers down the Rhine toward the Netherlands. Dating back to 15 B.C., Xanten was the first Roman settlement in northwestern Germany. It takes about 40 minutes to get from downtown Essen to the Neanderthal valley and Age. Today, the valley is a favorite site for outings, while the Age and its Man are best appreciated in the nearby Paleontological Museum.

Crimean War.

 The preindustrial Ruhr was thickly clustered with venerable abbeys, castles and Baroque palaces - all to be seen in today's postindustrial Ruhr. Notable among them are Essen's Schloss Hugenpoet, whose moats now protect tourists and visiting business executives. The castle is a five-star

PERENNIAL ATTRACTIONS: ESSEN'S CULTURAL BASTIONS

The city offers music, theater, dance - and some very distinctive architecture.

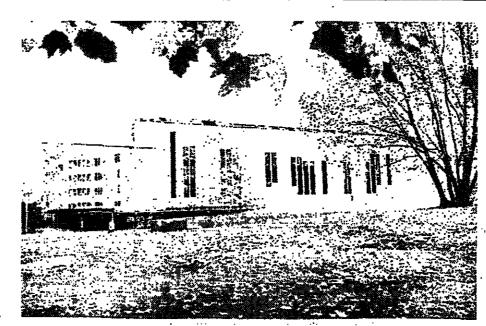
· A rather pausual distinction was conferred upon the Aalto Theater. It was already being hailed as one of Germany's great architectural masterpieces even before it was built. It took three decades for the rendered in glass and white stone. Launched in 1988. the Aalto theater is one of Germany's leading venues for music and dance. It is one of the well-regarded a famous chamber music recitals and concerts.

Essen Philharmonic's two. homes, the other being the Saalbau, also a major venue for congresses and

onferences.
• The Grillo Theater's exterior gives a good indication of what to expect indesign by Finland's Alvar side. The theater's front is Aalto, one of the world's resolutely modern, its leading architects, to be back, Georgian, Correspondingly, the Grillo offers a mix of modern dra-. ma and well-loved works from the standard cannon. It is a fitting setting for

ensemble: the Folkwang Kammerorchester's concerts are held in the Villa Hügei's palatial, glassdomed "festive hall."

• Even in a city of highly distinctive neighborhoods, Werden stands out. Located in Essen's southern green belt, Werden seatures a very individualistic mix of intense cultural activities and idiosyncratic lifestyles. Werden's "Bürgermeisterhaus" is the venue for a full program of



The Aalto Theater, called "a symphony in granite and glass."

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Goldschmidtstrasse 100 Tel.: (49 201) 173 26 96 Fax: (49 201) 173 18 38

Chamber of Commerce and Industry Essen, Mülheim an der Ruhr and Oberhausen Am Waldthausenpark 2 45127 Essen Tel.: (49 201) 18 92 0 Fax: (49 201) 20 78 66

Huttroparasse 60 45138 Essen Tel.; (49 201) 184 00 Fax: (49 201) 184 37 66

Messe Essen GmbH (grade fair authority) Norbertstrasse 4500) Essen Tel.; (49 201) 724 40 Fax: (49-201) 724 42 48

Tel.: (49 201) 727 25 38 Fax: (49-201) 727 47 91 ETEC GmbH Essener Technologie- und Entwicklungs Cen-

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> CUBIS AG Steubenstrasse 53 45138 Essen Tel.: (49 201) 825 22 38 Fax: (49 201) 825 22 44

International Herald Tribune, Friday, December 9, 1994



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Americas' Free-Trade Goal: 2005 Summit to Plan Hemispheric Pact

By David E. Sanger

New York Times Service
WASHINGTON - The United States and 34 countries in Latin America will announce at a summit meeting in Miami this weekend plans to expand the North American Free Trade Agreement to include virtually all countries in the hemisphere in the next decade, officials from several countries have said.

The agreement, reached after long ne-gotiations over the last several days, calls for the creation of a "Free Trade Area of the Americas" by 2005.

Separately, the United States, Mexico and Canada are expected to announce that Chile will be included in the North American Free Trude Agreement in the next several years.

Initially Washington was reluctant to set a target date for the expansion of the trade agreement, which passed in Congress only after a long battle. But at a meeting at the State Department last week, many of the countries that will be represented at the Miami meeting surprised the U.S. government by insisting on a specific date for a trade accord that would give them the same benefits now held by Mexico.

"Until then, we didn't understand how strong the momentum was," a U.S. official involved in the talks said Thursday.

Getting these countries up to the standards required under the terms of the free trade agreement in the next 10 years will not be easy. Mexico is dominated by a single party, a pliant Parliament and a on Wednesday, the Democratic leader in

And a vice president of the central bank

The main aim of issuing grain coupons

has called for improved controls on the

is to stabilize prices and to maintain social

stability," an official of the Grain Bureau

in Chongquing, the sprawling industrial

capital of central Sichuan Province, said.

money supply to curb inflation.

powerful economic elite that had a huge stake in free trade with the United States and the power to order the economic changes that the trade accord requires.

But other countries in the hemisphere may find it politically difficult to accept the economic requirements of a free-trade accord, particularly the provisions guaranteeing basic worker rights - from minimum wages to working conditions and protection of the environment.

Such protections, long an issue with the AFL-CIO and other labor groups that contend that American workers are being undercut by imports from countries that exploit workers and resources, are referred to only in the vaguest terms in the draft communique that the 34 nations plan to issue at the conclusion of the conference on Sunday.

In the draft, the countries agree to "strive to make our trade liberalization and environmental policies mutually supportive," and to "secure the observance and promotion of worker rights, as defined by appropriate international conventions.

The White House contends that such wording was a major victory, because Brazil and other countries wanted no reference to worker rights or the environment in the communique.

"We pushed very, very hard," one offi-cial involved in the talks said. "They agreed only because everyone wants a successful summit."

But in a letter to President Bill Clinton

temporarily suspended exports of rice and

day for investment in agriculture, warning

Falling stock markets make new Chinese

that farmers were spending bank loans on extra children and lavish weddings.

comes are rising more slowly, the agricul-

tural base is weak, development is lagging,

"Grain output is stagnant, farmers' in-

Beijing issued an urgent appeal Thurs-

corn due to insufficient stocks.

issues difficult to sell. Page 20.

Rising in Tandem U.S. trade with Latin America. in billions of dollars. - Exports Limports

the House of Representatives, Richard A. Gephardt of Missouri, said that last month's U.S. elections — in which the Democrats suffered heavy losses - had been a warning that the emphasis in all trade agreements must be on "improving the economic lives of working people" in the United States.

Source: Office of the U.S. Trade Representative

That means, he said, that the Clinton administration must not "have another NAFTA-like debate that divides the Democratic Party."

In the debate over the free trade agreement and the arguments surrounding the passage last week of the General Agreement on Tariffs and Trade, the administration has argued that free trade ultimately benefits American workers by See AMERICAS, Page 19

The government began issuing the cou-

pons to workers in Chongquing in October

and November as food prices in the city

with China's highest inflation rate placed

severe burdens on employees in loss-mak-

ing state industries, the Chongquing grain

"The use of coupons is not because there

enterprises provide lower income, and so

this measure is to support these units."

eral other districts, he said.

Orange County Sours Markets And Civic Mood

Compiled by Our Staff From Dispatches NEW YORK - Ripples from affluent Orange County's bankruptcy spread further Thursday, unnerving more investors on Wall Street, affecting some Southern California services and prompting a warning from the Securities and Exchange Commission, the top

U.S. market regulator.
Stocks and bonds weakened as worries about the consequences of the Orange County situation caused some selling in the municipal bond market, which spilled over into other bonds and stocks.

"There's just a general malaise in the market," said Hildegard Zagorski, an analyst at Pruden-tial Securities in New York. Despite assurances by offi-

cials in Orange County that the crisis would be resolved and that government services would be maintained, there were signs that the bankruptcy filing Tues-day was beginning to be felt by

The city of Anaheim froze all hiring and halted capital improvement projects. Orange County Water District officials said they might not be able to meet their payroll in two weeks without financial help. La Ha-bra City School District offi-cials said they probably would delay a \$1.5 million elementary grain trade, said this week that China had an editorial in the People's Daily said.

school expansion.

Orange County also threatened to sue brokerage firms for seizing and selling as much as \$5 billion in securities from its portfolio, saying the assets had been frozen as part of its bankruptcy filing.
In New York, speaking at a

official said. Similar coupons have been introduced in Zhejiang Province and sevmeeting of the Public Securities Association, a trade group of bond dealers, the SEC chair-man, Arthur Levitt, said the is a shortage of grain but to help people with lower incomes," he explained. "Some bankruptcy could make it tougher for other municipalities to sell bonds. China phased out coupons in the late

"Whenever a market event occurs, it creates problems for issuers, and I would expect that would be the case here as well," Mr. Levitt said. "Clearly, it's not a friendly environment out

He also said the Orange County situation bad aggravated weakness in the bond market, which has been declining

for much of the year.

This week, Orange County disclosed that its investment fund had fallen \$1.5 billion in value because of rising interest rates after major investment banks refused to renew the county's short-term loans.

The fund invested heavily inderivative securities, which are complicated and sometimes volatile investments linked to such underlying assets as groups of stocks or commod-ities. The investment strategy was in effect a risky bet that interest rates would fall.

Now It's Out: **Derivatives** Raise Risks

By Carl Gewirtz

International Herald Tribune
PARIS — It has been the talk of financial markets for years, and now it's official: Central bankers confirmed Thursday that their decades-long drive to deregulate and liberalize markets has reduced their room to make mistakes.

In a report on the policy issues raised by the growth of derivatives markets, officials from the central banks of the leading industrialized countries concluded that they "need to take greater care to ensure that their policies do not contribute to uncertainty, but rather facilitate the formation of stable noninflationary expectations."

The report is described as a first assessment in an ongoing examination of the implications of derivatives markets for poli-cymakers and the functioning of markets.

The term derivatives covers a range of complex financial arrangements used to defray the risk of changes in interest rates, stock prices, foreign-exchange rates or commodities prices. Derivatives are a bet on the direction and amount of change in these instruments, rather than underlying instruments themselves.

The market for these financial products has expanded at a phenomenal rate since the mid-1980s. Regulators have long worried about the size of the See REPORT, Page 16

WALL STREET WATCH Bonuses Start to Look Thin Again

By Kenneth N. Gilpin New York Times Service

111.41 111.57 -0.14

124.99 125.24 -0.20 Raw Materials

Finance 111.95 113.02 -0.95 Consumer Goods

Services 111.03 111.35 -0.29 Miscellaneous

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112.52 112.90 -0.34

127.96 128.68 -0.58

101.79 102.63 -0.82

EW YORK - Wall Street is preparing for its first pay cut since 1990. Salaries, including bonuses, could plunge as much as 40 percent, after three record years of profits and revenues.

The sharp reduction reflects a stark bottom-line reality: This year, profits are expected to drop 80 percent, to \$1.8 billion, from the record \$8.6 billion earned in 1993, according to the Securities Industry Association.

Most investment firms are still assess-

ing the damage, but Goldman, Sachs & Co., Wall Street's last remaining private investment bank has said it will cut discretionary bonuses to its top people by as much as 75 percent.

It is too soon to say whether the smaller paychecks will prompt widespread poaching by rival firms. Analysts expect some tempting offers to be accepted. But they argue that switching jobs on Wall Street is not as easy as it used to be, because of changes made during the last five years in

the way the top earners are paid.

Bonns compensation will show "a image fall-off from last year," said Gary Goldstein, president of the Whitney Group, a Wall Street executive search compensation with the tie primarily because company, "but that is primarily because we are coming off a peak year in 1993, when every functioning area had a great year and everyone got paid very well."

Last year, Wall Street's best ever, the
10 biggest investment banking firms paid \$6.8 billion in total compensation on

99-day 1.5645 1.5710

48-day 1,5450 1,5723 1,3277

Sources: ING Bank (Amsterdam); Indocusz Bank (Bru. DMBan); Agence France Presse (Paris); Bank of Talty (Toronto); LMF (SDR), Other data from Reuters and AP.

39-day 1.5647 1,5735 1,2361

than 50 percent. Mr. Goldstein and others said they

Wall Street compensation plans now to tie individual rewards much more closely than before to a firm's overall performance, which means that in a bad year for the firm,

compensation declines.

expected bonuses this year to be almost as "bad" as they were in 1990.

That year, the 10 biggest investment banking firms paid about \$4 billion in total compensation. If that forecast is borne out, it would represent a drop in total compensation of more than 40 percent from last year's levels.

But at the same time it could represent a higher percentage of the firms' earnings, because those have fallen sharply Such a cut would hurt, in relation to

revenues of \$14.3 billion, according to the Wall Street scale of things. Midlevel the Securities Industry Association. From 1991 to 1993, when earnings and ten receive base pay of less than \$100,000 revenues set new records every year, but in good years get bonuses that bring compensation at those firms rose more total compensation to as much as \$600,000.

Many managing directors do not get much more in straight salary, but when business is booming, they can make many times more in bonuses.

But taking another job — or getting another offer — may not be as easy as they think.

That is because since the late 1980s, Wall Street's last bad stretch, most publicly owned firms have moved away from the all-cash bonus and are paying bigger portions in stock, doled out in ways that prohibit employees from cashing it in for as long as five years after they receive it.

And that can make taking a new job costly for both the hunted and the hunter. At some firms, including Merrill Lynch & Co., stock owed but not yet owned can be forfeited if an employee chooses to leave.

In addition, compensation plans have been retailored to tie individual perfor-mance and rewards much more closely to a firm's overall performance, which means that in a bad year for the firm compensation will decline, even if a particular department performs well.

"These deferred-stock programs make it tougher to move around," said William Hartman, a securities industry analyst at J.P. Morgan & Co. "The handcoffs are

Underlining government anxieties and this has become an outstanding probabout supply, Ceroils, which manages the lem in national economic development." Shanghai's Bund Buildings, Worn but Grand, Hit Market

SHANGHAI - What could be the property sale of the century, at least for some — the return of Shanghai's waterfront Bund buildings to their original foreign owners - is officially under way, newspapers reported Thursday.

Banque Indosuez, formerly Bank of Indochina, has signed a letter of intent with the city government to buy back its old property, which now houses the headquarters of the traffic police. Hong Kong's Wah Kwong Shipping Agency and Thailand's Bangkok Bank initialed similar agreements Wednesday.

Two Chinese concerns — Bank of China and Changjiang

Shipping Corp. — also signed papers to recover their buildings.

A collection of 37 properties along the Huangpu River, many of them built in the 1920s and 1930s when Shanghai was the financial hub of Asia, are up for grabs.

Many are neoclassical masterpieces that have been in mothballs since the 1949 Communist revolution. All are dilapidated and house the clutter of a government bureaucracy that seized the area after Shanghai fell to the Communist forces.

Mr. Levitt said "events might suggest" that Orange County officials should have disclosed the fund's problems sooner than they did.

Responding to questions about whether the SEC should have acted sooner to intervene in Orange County's handling of its investments, Mr. Levitt said, "The SEC has taken the appropriate action." He said the commission was

also looking at the investments of other municipalities. But Moody's Investor Service

Inc. said Thursday that a pre-liminary review of the financial health of rated municipality investment funds showed that most did not appear as lever-aged as Orange County's fund. Dan Heimowitz, director of public finance at Moody's, said

See STOCKS, Page 16

Economy In Germany Speeds Up

Compiled by Our Staff From Dispatches FRANKFURT — The West German economy showed unexpectedly strong growth in the third quarier, according to offi-cial figures released Thursday, with domestic demand supporting exports as the motor of re-Unemployment also fell

again in Éast and West Germany, and economists said the recovery was gaining momentum. The Federal Statistics Office said gross domestic product grew 1.5 percent from the second quarter and was up 2.4 percent from a year earlier, its best performance in more than two

The recovery that was initially supported by exports is increasingly moving over into domestic demand," Economics Minister Günter Rexrodt said.

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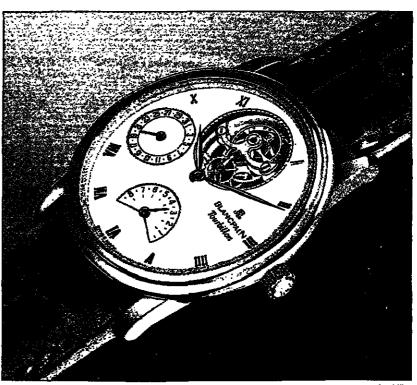
374.50 376.45 378.50

Mr. Rexrodt said rising investment by German companies was the basis for securing existing jobs and creating new ones as well as increasing the country's competitiveness. "Private consumption is also

proving more robust than generally expected," he said, adding that Germans were demonstrating confidence by saving less and spending more. Mr. Rexrodt said the Ger-

man economy was heading for growth of 3.0 percent this year. The robust growth also shift-Ch'ge — 0,29 — 0,59 + 0,59 ed speculation about when the Bundesbank would start raising Loadon 316.45 376.20 — 0,90 New York 378.50 379.70 + 6,58 U.S. dollars per ounce. London official fla-ings; Zurich and New York opening and closrates. But at its meeting Thursday, the German central bank

<u>IB</u> BLANCPAIN



SINCE 1735 THERE HAS NEVER BEEN A QUARTZ BLANCPAIN WATCH. AND THERE NEVER WILL BE.

See GERMANY, Page 19

CURRENCY & INTEREST RATES 6-6% 5%-5% 6%-6% 5 %-5 % 6%-6% 5%-5% 7%-7% 5%-5% 6 % 6 % 6 % 6 % Afficient dess Bressels Bressels (a) Medrid Affice How York (Parts Takyo Torocio Zarich Sources: Reviers, Lloyds Bank. Raies applicable to interbank de Key Money Rates 194G 1754 1952 ASSU 197432 2145 37,201 1426 12212 14762 1458 1451 14573 2284 7,836 N.Q. 2547 445% 1553 14159 2085 N.Q. United States Preservitonis S-month CDS 5.63 6.50 7.43 7.70 7.71 7.89 7.89 4.79 Curvency Per s S. Afr. rund | 15555 S. Kort. won | 77-30 Sweel. krosen | 7-5012 Telwon \$ 26.31 Their beats | 26.31 Their beats | 26.31 UALE deriners | 36.57 Venez. beliv. | 109.57 AMER. PESS 1.488 N. Zeolond S 1.5813 Norre, larone Pail. pess 22.92 Polish zioty 24172. Port. escudo 161.08 Russ. robie 23.1,00 Saudi riyai 3.7504 Sing. \$ 1.4695 Currency Greek druc-Hoop kong 5 Hone, soriet Inde, repton Irish 5 Isrueli Shek. Kuranzi dinai Per 5 242.95 7,7348 111.31 31.035 2177.83 9.6527 3.032 7 0.2994 2.5638

MARKET DIARY

Hopes for Rate Rise Give Dollar Help

Compiled by Our Staff From Dispatches NEW YORK - The dollar rose Thursday amid persistent speculation that U.S. shortterm interest rates would soon rise and as concern in the foreign-exchange market about the financial crisis in Orange County, California, faded.

"People are dollar-bullish because of where they think U.S.

Foreign Exchange

interest rates are headed," said. Marc Chandler, an analyst at Ezra Zask and Associates.

Orange County's bankruptcy filing, which followed losses in trading in derivatives, hurt the dollar Wednesday, blunting the effect of comments by Alan Greenspan, Federal Reserve Board chairman, that led traders and analysts to conclude that the central bank plans another interest rate increase.

Mr. Greenspan told members of Congress that the economy was still growing rapidly, even though the Fed had raised rates six times since February.

"Greenspan opened the door for another rate increase, and that's helping the dollar," said Jerry Egan, director of foreign exchange at MTB Bank.

The Fed holds its next meeting on monetary policy Dec. 20, with another slated for Jan. 31. "The question now is whether the Fed raises rates before the end of the year," said Gary Sakamoto, vice president at Na-

tional Westminster Bank. In late trading, the dollar rose to 1.5770 Deutsche marks from 1.5676 DM and to 100.55 year from 99.95 yea.

Against other currencies, the dollar rose to 1.3368 Swiss francs from 1.3255, and to 5.4140 French francs from 5.3840. The pound fell to \$1.5636 from \$1.5660.

The Fed last raised rates on Nov. 15, by 0.75 percentage point. Its discount rate on direct loans to banks, which sets the floor for other rates, is 4.75 percent. In Germany, the comparable rate is 4.50 percent. while in Japan, it is 1.75 percent. The difference means that traders give up interest pay-ments when they sell dollars for

marks and yen. Higher commodity prices, including a sharp increase in copper futures, lifted the Austra-lian dollar as high as 77.40 U.S. cents, a three-year high against the currency. (Bloomberg, Knight-Ridder)

STOCKS: Wall Street Crumbles

Continued from Page 15

in a television interview that it "does not appear that the magnitude of the leverage in Orange. County is mirrored anywhere (AP, Knight-Ridder)

 Nervousness Hits Stocks Stocks fell as Orange County's problems and concern

U.S. Stocks

about other municipalities left investors skittish about U.S. assets, news agencies reported. Stocks were also pressured by a slump in airline issues, which

offset a rally in AT&T, and by fears of higher interest rates. "People are generally suspicious of and nervous about the Orange County situation," said Jack Baker, managing director

of trading at Furman Selz Inc. Shares of major securities firms fell on the Orange County news, with Merrill Lynch closing down 11/2, at 331/2, Dean Witter Discover down 1/4, at 3214, and Salomon Brothers

down 144, at 35%. The Dow Jones Industrial Average closed 49.79 points Declining issues led advancers on the New York Stock Ex-

A broad slump in high-technology stocks, particularly emiconductor manufacturers, also undermined market sentiment. Analysts expect another slump in the Semiconductor Industry Association's monthly book-to-bill ratio from November data.

tio, with volume at 366 million

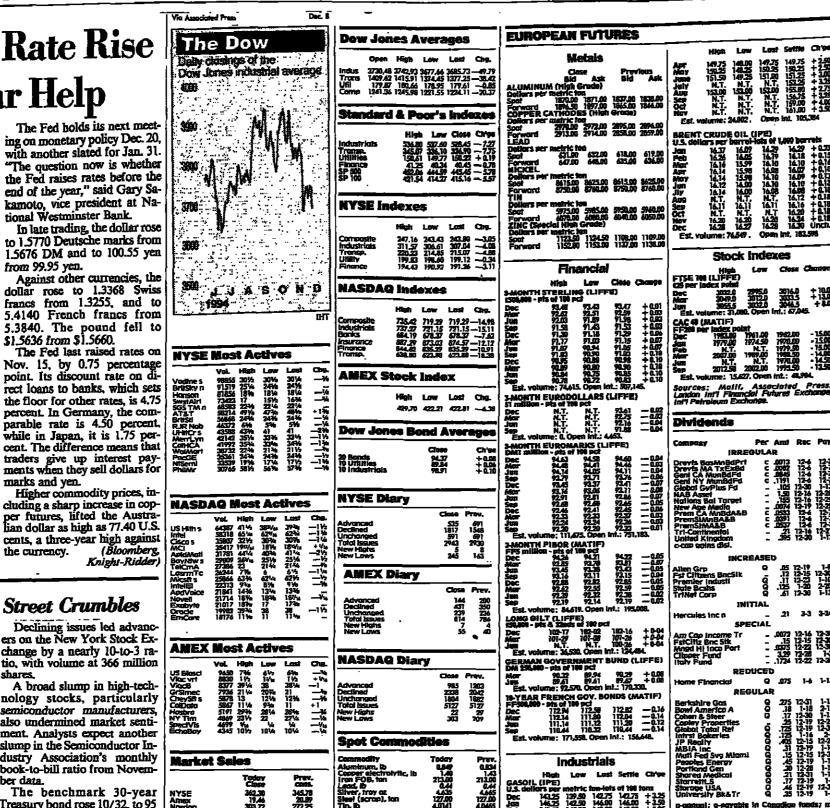
The benchmark 30-year Treasury bond rose 10/32, to 95 27/32, to yield 7.86 percent, down from 7.89 percent.

AT&T rose 11/8, to 48%, amid optimism about the company's earnings prospects and a new alliance expected with Unisource to provide telephone and data services throughout Eu-

Airline stocks slid on bearish earnings prospects as growing competition in the industry led companies to reduce fares to attract customers. Health-maintenance organi-

zation issues declined for the second consecutive session after a trade group said premiums

would fall in 1995.



REPORT: Central Bankers Say Derivatives Reduce Room for Error

Continued from Page 15

derivatives market, the complexity of its financial arrangements and the fact that corporate reports reveal little about companies' exposure to risk from derivatives.

This week's bankruptcy filing by Orange County in California is but the latest example of how exposure to derivatives can cause huge financial losses.

the Benelux countries emphaturbulence." But, during peri- derlying the trade. ods of stress "they may exacerbate short-run price volatility,"

the report said. Bank for International Settle- port states.

from the United States, Japan, from that body to address the little evidence" that this "would Germany, France, Britain, Can-ada, Switzerland, Sweden and characteristic of derivatives. a major necessarily result in an over-ada, Switzerland, Sweden and characteristic of derivatives.

Leverage is the ability to take helping to transmit price sized that "there is little evi- a position without having to dence to suggest that trading of buy or exchange the bonds or markets, derivatives might even derivatives per se causes market currencies or commodities un- help to avoid such an outcome."

"Given their leverage and low transaction costs, derivatives facilitate the taking of Written under the aegis of the speculative positions," the re-

changes to a wider variety of

shooting of prices. Indeed, by

For investment information Read THE MONEY REPORT every Saturday in the IHT

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Judge Clears Macy-Federated Merger

NEW YORK (Bloomberg) — Federated Department Stores inc. and R.H. Macy & Co. overcame the final obstacle to their proposed merger Thursday when a federal bankrupicy judge cleared the transaction along with Macy's reorganization plan-U.S. Bankruptcy Judge Burton Lifland signed an order confirming the plan, clearing the way for a merger that creates a company with more than 335 stores and annual sales of \$13.4 billion, based on Federated and Macy's most recent fiscal years. Macy's bankruptcy lawyer. Harvey Miller, said the \$4.1 billion plan had been "overwheimingly accepted" by Macy's creditors The merger and reorganization plan are expected to take effect

IBM Lays Off 1,150 Employees

ARMONK, New York (Bloomberg) - International Business Machines Corp. said Thursday that it had laid off 1,150 employ-ees, mostly from its chip business, to reduce costs.

The layoffs include a previously announced cut of 600 jobs in the company's microelectronics division, 150 jobs in the mainframe unit, 270 in networking, 40 positions in the research department and 50 marketing jobs, a company spokesman said.

The reductions are part of a turnaround program that has slashed Big Blue's costs by \$5.6 billion since the end of 1992. IBM plans to cut a total of 10,000 to 12,000 jobs in the fourth quarter but still will fall 1,000 jobs short of the 35,000 positions it had hoped to shed by the end of the year.

Mortgage Firm and Norwest to Merge

CHICAGO (Knight-Ridder) — Norwest Corp. and Directors Mortgage Loan Corp. said Thursday that they had signed a definitive agreement to merge, but they did not announce the terms of the agreement.

The merger is expected to close early next year.

"This combination will significantly expand our servicing portfolio, our distribution network — especially in the West — and further strengthen our relationships with homebuilders," said Mark Oman, president of Norwest Mortgage, a subsidiary of

Norwest Corp.

Directors Mortgage is the country's largest privately held, fullservice mortgage banking company.

Norwest Mortgage is the largest retail mortgage company in the
United States, with 720 stores in all 50 states.

AT&T Prepares for BT to Sell Stake

LONDON (AFX) - AT&T Corp. said Thursday that it had filed a registration statement with the Securities and Exchange Commission that will allow British Telecommunications PLC to dispose of its 35.9 million AT&T shares.

AT&T said that at the close of business Wednesday, BT's holding was worth about \$1.7 billion.

BT's stake in AT&T was acquired in exchange for shares of McCaw Cellular Communications Inc., which BT bought in 1989. The AT&T shares were acquired by BT USA Holdings Inc. in September when a subsidiary of AT&T took over McCaw.

Jobless Claims Rise 6,000 in Week

WASHINGTON (AFX) — Initial jobless claims for regular state unemployment benefits rose 6,000 last week to a seasonally adjusted 322,000, the Labor Department reported Thursday.

Jobless claims for the previous week, originally reported as 17,000, were revised to 316,000.

Meanwhile, the four-week moving average for claims, a less-volatile gauge of employment conditions, fell 2,750, to 323,000—the lowest number since mid-October.

United Predicts 4th-Quarter Profit

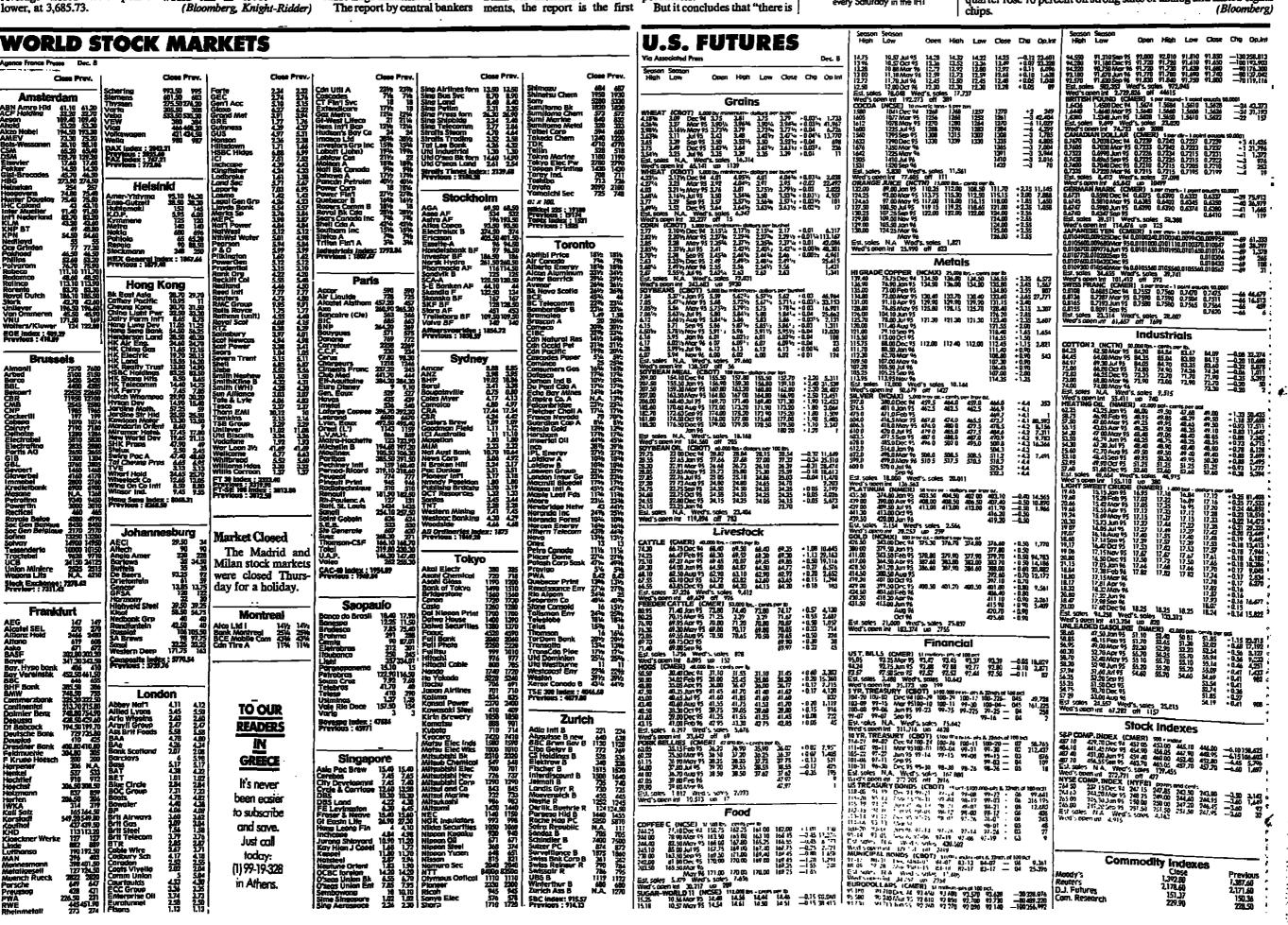
ZURICH (Reuters) - United Airlines expects to report a profit in the fourth quarter, President John Edwardson told a viss-American Chamber of Commerce meeting Thursday.

"The fourth quarter will be profitable," he declared, adding it would be the first time in many years that United earned a profit.

in the last quarter. He said he was very happy with 1994 and expected a healthy increase in operating income compared with 1993.

For the Record

National Semiconductor Corp. said earnings for its fiscal second quarter rose 10 percent on strong sales of analog and mixed-signal



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*British Sky Stock Offering Proves a Hit, With 5% Gain

Compiled by Our Staff From Dispatches LONDON - Shares in British Sky Broadcasting Group PLC were a hit with investors Thursday, trading 5 percent higher than the offering price of 256 pence (\$4.00) a share and closing at 268.5.

The 343 million shares, representing 20 percent of the company, opened at 263 and were among the five most actively traded stocks, with 19 million shares changing in the first 90

Volume was 2.4 million shares in the first few minutes of trading, and the price hit 269.5 in the

The underwriter, Goldman Sachs & Co., can trade in the stock at below or above offer prices through Jan. 6 to try to stabilize the new shares'

The firm's American depositary shares, each of which represent six common shares, opened at \$25 and later edged up to \$25.25 in New York trading. Based on the 256 pence offering price and the dollar-pound exchange rate early Thurs-day, the company valued the depository shares at \$24.05 before trading started.

The offer price valued the British satellite

broadcaster at £4.4 billion, and the offering was expected to raise £824 million for the original shareholders: News International PLC, Pearson PLC, Chargeurs and Granada Group PLC. Most of that money is to go to News International.

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Arthur Campbell, fund manager at Scottish Life Asset Managers, which bought shares in the offering, tempered his enthusiasm for the stock. "In the short term, it's a good buy," he said. "The company has rising earnings and improving cash flow, but there are uncertainties in the long term."

Investors' concerns center on competition for programming from cable-television outlits and on the possibility that the company will need to undertake a costly upgrade from analog to digital technology. British Sky Broadcasting reported a jump in

operating profit for its latest year to £170.1 million from £61.5 million the previous year. The company said growth had come from a 44 percent increase in subscriptions to its service, to 3.45 million.

It said Thursday's offer had been oversubscribed but would not say by how much. (Bloomberg, Reuters)

Lufthansa Shows Optimism

FRANKFURT - Lufthansa AG said Thursday it expected to report a profit for the fourth quarter, an improvement from its previous break-even

"The signs are that Lufthansa will produce positive results again in the fourth quar-ter," the company said in a statement released after a supervisory board meeting.

Lufthansa posted a profit of 325 million Deutsche marks (\$207 million) for its first nine

turing program had been responsible for its "continued success" the past 10 months.

Frankfurt airport.

The expansion will increase the airline's cargo-handling space by more than 50 percent at a cost of 125 million DM. (Reuters, AFX)

■ Iberia Strikes Delayed

Iberia's unions agreed to de-lay threatened strikes for 30 days during talks with management over job cuts aimed at preventing the airline from going bankrupt, Reuters reported from Madrid.

The company's chairman, Javier Salas, said he would listen to any alternatives suggested by papers for the emergency job unions to avoid implementing cuts," Mr. Salas said.

those who use their public posi-

countries to strengthen extradi-

tion treaties to fight terrorism.

At the White House on

Wednesday, Treasury Secretary.

we re got

The supervisory board also an emergency plan that would approved major expansion of lay off more than 5,200 workers the airline's cargo base at and split up the company by

selling assets. Unions have said they would not tolerate such drastic measures, but after talks with management they agreed to hold off immediate action.

Under Spanish law, the two parties have 30 days to negotiate terms of job cuts and a possible 15-day extension before workers actually lose their jobs.

"We are open to dialogue to renegotiate the viability plan that we would like to see through, but in the meantime we have no choice but to file

Virgin Buys Stake In New Ad Firm And Fires Old One

By Stuart Elliott New York Times Service NEW YORK — Add ad-

vertising to Richard Branson's empire. The brash chairman of Virgin Group and Virgin At-

lantic Airways is borrowing a page from the playbook of Victor Kiam of Remington shaver (ame: Mr. Branson likes his new agency so much he's buying part of it.

The agency in which he is taking a minority stake is CMG Communications, a New York shop that three longtime advertising, marketing and media executives founded in July with billings estimated at \$15 million.

The terms of the agreement are not being disclosed, but Virgin is acquiring what is expected to be a 15 percent stake in the agency, which for four months has handled the direct-response and design portions of Virgin Atlantic's U.S. account, with billings estimated at \$2 million.

Now, Virgin Atlantic is assigning CMG the rest of its account in this country, including the advertising du-ties, with billings estimated at \$8 million. Korey, Kay & Partners had handled those duties since 1984, when Vir-

gin Atlantic started. A primary reason CMG landed Virgin Atlantic's entire account is the "G" in the agency's name. It stands for Michael Glavin, a managing director who until July was senior vice president and

the Virgin Atlantic account at Korey Kay.

"It has been 10 really great years with Korey Kay," said Taylor Ingra-ham, marketing director for North America with Virgin Atlantic, "We grew up together."

"But Mr. Glavin has been working on our account since our relationship began with Korey Kay," she add-ed. "He knows the Virgin culture very well."

This is the second time in month that a big-name consumer account has followed an executive to a smaller agency. In November, Patricia Stewart left Campbell Mithun Esty for MacNamara Cilo. Simulta-neously, the Travelers Insurance account that she had supervised --- with billings timated at \$15 million to \$20 million - left Campbell Mithun and joined her at MacNamara Cilo.

So it seems a client can express loyalty by leaving an

agency.
"This kind of business is based on relationships," Ms. Ingraham said, adding that Virgin's stake in CMG "gives us the flexibility to build the Virgin team at CMG to fit our needs perfectly.

"One of the things we found attractive about CMG's approach to business is that its culture does not focus solely on the advertising discipline," said David Tait, executive vice group account director on president at Virgin Atlantic.

Economists said growth,

year, had allowed companies to

hire more people at a relatively

t. (Reuters, Bloomberg, AFX, AFP)

To Build **U.K.** Trains

Alsthom

LONDON - GEC Alsthom won a contract to build 100 trains and modernize part of the London Underground, Transport Secretary Brian Mawhinney said Thursday.

The company said the contract was worth between £400 million and £1 billion (\$625 million to \$1.5 billion). A spokesman said the value

was difficult to calculate because it was a 20-year contract with options for as long as 36 years. The company, a joint venture between Alcatel Alsthom SA of France and General Electric Co. of Britain, will modernize the Northern Line of the Underground, which riders have taken

to calling the "misery line."
Mr. Mawhinney said: "Under today's deal, GEC Alsthom will finance the entire cost of the trains and their maintenance and take a substantial share of the risks in the project. In return, the company will be paid according to the performance of the new trains.

He said the project was an example of how the government's "deal-driven Private Finance Initiative" could deliver "more and better quality investment in essential projects." The secretary added, "Private finance will speed the replace-

ment of the existing trains." In winning the contract, GEC Alsthom beat out a bid from ABB Asea Brown Boveri Ltd., a Swiss-Swedish conglomerate. ABB has warned it would lay off workers at its factory in Derby, England, if it did not get the job. Unions said they expected ABB to cut 600 jobs.

(AFP, AFX, AP, Reuters) **■ ITT Denies Alcatel Report**

its chairman, Rand Araskog, a activities in Frankfurt. board member of Alcatel Alsthom, could push for the resgnation of Alcatel's chairman, Pierre Suard, Bloomberg Business News reported from Paris.

Le Monde quoted an unidentified member of the Alcatel board as saying, "If Araskog wants to ask for Suard's head, we will find it difficult to op-

ITT holds about 6.5 percent outstanding.

Investor's Europe Frankfurt : **CAC 40** FTSE 100 Index Thursday Chang -0.20 409.29 410,09 Stock Index 7,278.62 7,311.43 0.45 Frankfurt ... DAX 2,042.21 2,055.60 -0.65 Frenkfurt . 767.21 -, 772.06 -0.63 Helsinki HEX 0.58 1,867.66 1,878.48 Financial Times 30 2,323.40 2,319.90 London FTSE 100 Madrid General Index 304.44 Milen MIBTEL Closed 9.807.00 -Paris CAC 40 1,954.09 1,969,84 0,80

Very briefly:

Affaersyaeriden

Stock Index

SBS

Stockholm

Zurich

 The European Union cleared a 910 million Deutsche mark (\$580 million) aid package to help privatize EKO Stahl AG, an East German steel producer, German diplomats said.

1,856.72

Clased

915.57

1,850.59

1,044.01.

914.13

+0.33

+0.16

Britain's visible trade deficit with European Union and non-EU countries narrowed to £500 million in September from a revised £529 million in August, the Central Statistical Office said.

• France created about 140,000 nonfarm jobs in the year to October, according to two statistical agencies. Separately, the statistics office INSEE said nonfarm employment rose 0.4 percent in the third quarter from the previous quarter. Nonfarm jobs totaled 14.59 million at the end of September.

Mercedes-Benz AG said it had set up a distribution company in Russia and would start assembling buses and trucks in Egypt.

 Seasonally adjusted unemployment in the European Union fell 17.1 million, or 10.7 percent, in October from a revised 10.8 percent in September and 10.8 percent a year earlier, the Eurostat

Bayerische Hypotheken- & Wechsel-Bank AG said it expected its 1994 dividend to stay steady at 14.50 DM a share.

ITT Corp. denied a report in • Dresdner Bank AG said it was planning to expand its investment the French press indicating that banking activities in London but had no plans to reduce those

> • Grand Metropolitan PLC said a restructuring of its Green Giant canned vegetables operations would lead to a charge of £42 million on its accounts for the year to September 1995

• SGS-Thomson Microelectronics BV said it had priced its initial public offering of 21 million common shares at \$22.25 a share. valuing the company at \$2.9 billion.

• Elf Aquitaine said it expected to earn as much as 4 billion French francs (\$705 million) from sales of shareholdings in other companies in 1994.

• Scottish Hydro Electric PLC said first-half pretax profit fell 23 of Alcatel's 148 million shares percent, to £34.9 million (\$54 million), decreased by the company's repurchase of debt from the government. Bloomberg, Reuters, AFX

Continued from Page 15

tion to benefit private interopening vast new export markets, especially in Asia and in volved in money laundering Latin America. and drug trafficking.
The accord also calls for

But that argument presup-poses a growing middle class prosperous enough to buy American goods in each of those countries.

That has already happened in many parts of Asia and in much of Latin America. But some officials in the Clinton administration say they fear that miless Latin American workers are guaranteed a bigger share of the region's growth, only elites will

end up benefiting.
"Of course, there is a humanrights issue here for workers," one member of Mr. Clinton's cabinet said. "But there is also a commercial issue for the United States. Without a rapidly expanding middle class, there is no market for us."

The communique also calls for governments to give "serious consideration" to joining human rights protocols that they have not yet signed, to promote "equal legal rights" for women, to battle corruption with a series of specific steps, "including stiff penalties for

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The state of the s

AMERICAS: Free-Trade Target GERMANY: Economy Displays Robust Expansion

ests," and to freeze funds in- left its official rates unchanged. Hans Nordstrom, a broker at Barclays de Zoete Wedd

Lloyd Bentsen said that a hemispheric trade accord was vital because, if the United States the third quarter, but econo- for normal seasonal variations. did not take the lead on trade, mists said the biggest surprise The in the third-quarter report was the role domestic consumers Japanese and the Europeans are going to work to be their partplayed in pulling the economy ners, and they will be the ones along, even as their spending that will be creating jobs back power was cut by rising taxes home, instead of this country." and high unemployment.

Initially, the White House planned the Miami meeting largely as a political event, celebrating the spread of democrasince the end of 1991. Cuba is the only country in the region that will not attend.

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cy in the region. All 34 countries attending the summit meeting have demo-cratically elected governments.

"It looks like the whole situation in Germany is changing, the economy is picking up, and I don't see any reason for lower interest rates any more," said Deutschland GmbH.

Private consumption rose 1.5 3 percent on the quarter and "Unemployment is increased an annual 1.3 per-relatively favorably." cent, the first such increase

Another sign of growth came ployed, 17,000 fewer than in

Distribution as of 1st December 1994

from the Federal Labor Office, October, the Federal Labor Ofwhich said Germany's unemfice said. Unemployment in Germany peaked at 4.1 million ployment lines shrank in Noin February. vember as the economic recovery provided new jobs.

The West German unem-

combined with wage restraint on the part of labor unions last ployment rate, which is not adjusted for seasonal factors, held steady at 7.9 percent. But about 11,000 West Germans came off the jobless rolls

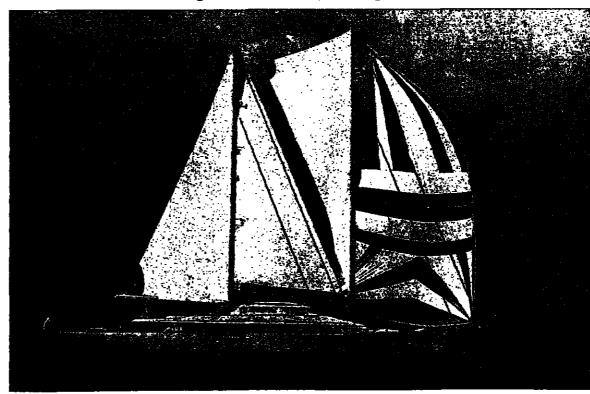
Exports remained strong in in November, when adjusted monthly decline. The labor market also im-

proved in Eastern Germany,

where unemployment fell to 13.0 percent in November from 13.3 percent in October. The economic recovery is percent from the previous quar- helping the labor market far ter and 0.6 percent from a year and wide," Bernhard Jagoda, earlier. Capital investment rose president of the labor office. president of the labor office. Unemployment is developing

> Overall, 3.43 million Germans were listed as unem-

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time experience of calling at exotic and beautiful places, such as the West Indies, Galapagos, Tahiti, numerous pacific atols, New Zealand, Australia (the Great Barrier Reef), Bali, Java, Sumatra, Sri Lanka, Seychelles, Madagaskar, Comor Islands and Kenya.

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been cherished by the owner. All water sports equipment are carried aboard:

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Mitsubishi Seeks To Force Down **Japan Steel Prices**

to pressure Japanese steel-steelmakers charge the auto-makers to cut prices, signed a makers," said Basil Masters, an from the steelmakers' biggest South Korean rival.

cold-rolled steel sheet on a contract basis from Pohang Iron & Steel Co. A spokesman for Mit-

Nissan Motor Co. and Honda Motor Co., meanwhile, are importing POSCO's steel on a test basis before deciding

whether to buy in volume. Mitsubishi and Nissan said this would mark the first time they had imported steel for

their Japanese factories.

A Nissan spokesman said the use of South Korean steel on a trial basis "will not lead to longterm purchases quickly, because several things should be cleared up, such as supply ca-pacity and other conditions."

The three automakers said they were turning to the Korean company because its prices were lower than those of Japanese producers. POSCO is the second-largest steelmaker in the in recent months. world, after Nippon Steel Corp.

"Even a small consumption TOKYO - Mitsubishi Mo- of foreign steel will result in tors Corp., in an apparent effort reduction of prices. Japanese contract Thursday to buy steel analyst at Kleinwort Benson International Inc.

POSCO can provide Japa-Mitsubishi agreed to buy nese companies with coldrolled steel, used mainly for structural parts of vehicles, for Steel Co. A spokesman for Mit-subishi refused to discuss the terms of the contract spokesman for the South Korean company said.

> Mr. Masters said Japan's large steelmakers faced pressure to cut prices from other major clients — shipbuilders and electric-appliance makers -which are increasing imports of steel.

In a bid to prevent overseas manufacturers from grabbing more business, Nippon Steel will cut its price for cold-rolled sheet by 10 percent for automakers that agree to take on long-term contracts, the Nihon Keizai newspaper reported.

Nippon Steel denied the report, but a spokesman conceded that domestic clients had been pressing for lower prices

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(Bloomberg, Reuters)

China Stocks Hit Trouble New Issuers Find Interest Is Drying Up

HONG KONG - A sudden wave of new Chinese stock issues has sent share prices tumbling and is jeopardizing future equity

offerings.

The Hang Seng China Enterprise Index, which tracks 13 Chinese state companies that trade shares in Hong Kong, has fallen 21 percent in the past three weeks.

While Beijing is tightening credit to fight inflation. Chinese companies hungry for cash are trying to raise more equity financing.

And with reams of Chinese paper on the way, fund managers say deep discounts on prices will not guarantee a welcome reception.
"The reality is that there isn't that much
money available," said Douglas Eu, who
manages Asian funds for Jardine Fleming

Investment Management Ltd. One of the reasons that the markets have crashed is the flood of new issues," added Tim Greaton, who manages the China Growth Fund for Credit Lyonnais Interna-

tional Asset Management. The primary market, in which investment bankers sell newly issued shares to investors. is already feeling the heat. Shares in the stateowned oil refinery Zhenhai Refining & Chemical Co. fell 13 percent from their issue price of 2.38 Hong Kong dollars (31 U.S. cents) when they started trading Friday.

The stock closed Thursday at 1.97, down 17 percent from the issue price.

Two months ago, new Chinese equities

were being priced at a huge discount to the secondary market, where already-issued shares are traded, to attract interest.

Now, these new offerings look pricey. That is because price/earnings ratios for the overall markets in Hong Kong and New York have fallen on fears of higher interest rates. Two companies are to start trading shares

next week, Chengdu Telecommunications Cable Co., a copper and optical-liber cable producer, and Harbin Power Equipment Co., a power-equipment manufacturer.

Chengdu Cable shares start trading Tuesday, and they were offered at 2.80 dollars. Fund managers say that although China's telecommunications sector is an attractive investment option, the price is stretching that optimism to the limit.

Investors have also balked at the 2.58dollar asking price for Harbin Power shares. which start trading next Friday, arguing that current market conditions do not warrant a 1995 P/E ratio of 12.15 when the market

average is 10. The haggling over price leaves Chinese com-panies who want to sell stock to foreign investors in a difficult position. Sixteen have already received the green light from China's securities authorities to list shares in Hong Kong or New York, and seven more are set to follow.

Chinese companies will have to adjust their offering prices to reflect changing market

■ Hong Kong Stocks Drop on Rate Fears Hong Kong stocks sank to their lowest point this year after Alan Greenspan, chair-man of the U.S. Federal Reserve Board, sig-

naled Wednesday that American interest rates were likely to head higher.

The Hang Seng index dropped 200.19 points, to 8,068.31. In an indication that further falls are likely, the Hang Seng index December futures contract fell 285 points to finish at 7.980.

Major markets all over Asia fell, except for Tokyo, where stocks were mixed. The Nikkei Stock Average edged up, but Tokyo's Topix

OECD Issues Trade-Pact Warning

INTERNATIONAL TELEPHONE COMPANY Compiled by Our Staff From Dispatches

> PARIS — The Organization for Economic Cooperation and Development warned Thursday that so-called managed trade agreements between the United States and Japan could harm mies and be detrimental to con-

The OECD's report on Japan said such effects would be even more likely if Washington and Tokyo were to set numerical targets in their trade talks for measuring access to each other's markets.

The report also said a healthy expansion of private consumption should reinforce Japan's

budding economic recovery and push annual growth to well over 2 percent in 1995.

It noted, though, that the yen's strength was the main threat to the pace of recovery.

The OECD said monetary the efficiency of their econo- policy should still play a key role in sustaining noninflationary recovery but that strengthening growth had made further easing of credit less necessary.

The report said that Tokyo had reduced obstacles to imports and direct foreign investment in Japan but that the level of such investment remained low compared with that of other OECD nations.

(AFX, Reuters)

■ Profits to Rise in Japan Two investment companies

predicted rising profits for Japanese companies, AFP-Extel reported Thursday from Tokyo. Nikko Securities Co.'s Nikko

Research Center, said parentlevel pretax profits of listed companies should rise 25.5 percent in the year that ends in March 1996, compared with the 10.3 percent rise it has forecast for the year ending next March.

Daiwa Research Institute, a unit of Daiwa Securities Co., said those profits would rise only 18.5 percent in the year to March 1996. It has forecast a 10.6 percent increase for the year ending March.

NYSE

Tables include the nationwide prices up to the closing on Wall Street and do not reflect te trades elsewhere. Via The Associated Press

Cracks Seen In Strike in **South Korea**

Compiled by Our Staff From Dispatches SEOUL - Workers at Kia Motors Co., Daewoo Motor Co. and Asia Motors Co. began a strike Thursday to protest the government's decision to allow a Samsung Co. unit to make automobiles, but workers at the country's biggest automaker decided not to strike.

Union officials said employees of the three automakers had reported for the morning shift but had not started work.

"We will strike until the government withdraws its decision," a Kia union official said. An Asia Motor spokesman said its employees were on strike, but officials at Kia and Daewoo disputed the union re-

ports about their factories. Workers at Hyundai Motor Co., South Korea's largest automaker, reversed their decision to join the strike.

"The government's firm stance cannot be reversed by a strike or any other form of resistance," a Hyundai union leader said. Ssangyong Motors Co. workers also suspended partici-pation in the strike.

Seoul gave Samsung Heavy Industries Co. permission Wednesday to produce passen-ger cars starting in 1998 with technical support from Nissan Motor Co. of Japan.

The decision infuriated management as well as unions at South Korea's existing automakers. The companies and unions say adding another automaker to the industry would depress profits and threaten jobs, though the government and some outside analysts disagree. (Reuters, AFX, AFP, Bloomberg)

Investor's Asia Tokyo Nikkei 225 Singapore Hong Kong Straits Times Háng Sèng 1 **1900 --**Prov. Thursday Exchange Close-8.066.31 8,268,50 Hong Kong Hang Seng. 2,180.38 1,87 2,139,68 Straits Times 1,869.20 All Ordinaries 1,875.00 19,174.23 +0.03 19,180.04 Tokyo Nikkei 225 2.77 951.68 925.34 Kuala Lumpur Composite 1,330.35 SET 1.310.26 Bangkok 1,068.93 1.42 Composite Stock Seoul 8,777,68 . . . 0.03 Weighled Price : 6,775.38 Taipei 2,656,36 2,663,17 0.26 Manife:

Very briefly:

New Zeeland NZSE-40

Bombay National Index

Stock Index:

• Malaysia has identified 77 projects for privatization next year, including the National Savings Bank, the national film company, the Housing Loan Division of the Finance Ministry and two ports in eastern Pahang state, officials said.

461.20

1.914.22

1,877.49

• Microsoft Corp. signed an agreement with China's electronics' ministry to develop and produce a Chinese-language version of its' new Windows 95 computer program.

Purnendu Chatterjee, representing Soros Fund Management, signed an agreement to take a stake of 2.25 billion rupees (\$72)

million) in companies of the UB Group of India. India's Telecom Commission will not require private telephone. companies to provide service to less profitable rural areas in

exchange for being allowed to serve more profitable urban neighborhoods, according to the Economic Times. Honda Motor Co. plans to build a motorcycle plant in Vietnam next year, company executives said. The plant is expected to

produce more than 100,000 units a year. • Reliance Industries Ltd., India's biggest private company, said shareholders approved the merger of Reliance Polypropylene Ltd.

and Reliance Polyethylene Ltd. into the parent company.

462.33 0.24

1.931.29 -0.88

1.896.63 . 1.91

Seoul to Let Executives Travel to North

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ban next week on corporate executives making business trips to North Korea, a senior government official said Thursday, according to the North Korea the takeover of an auto factory and

al list, government officials said. The companies refused to comment on any

plans after the announcement.

would soon send 10 of its top executives. The SEOUL - The government is likely to lift a executives will study investment opportunities,

The survey team is expected to negotiate with Yonhap News Agency.

Hyundai Corp., Samsung Co. and Daewoo

Corp. are expected to be included on the approv
for Samsung. Hyundai and Daewoo, quoting.

for Samsung, Hyundai and Daewoo, quoting company executives. Their spokesmen conlans after the announcement.

In the companies had "plans" to do business.

Lucky Goldstar International Corp. said it in North Korea but declined to disclose details.

Can you discuss current issues

What will Berlusconi's 'The Knight of Italy' next move be?

Is Moscow a city without any hope for tomorrow?

Has Boutros-Ghali's UN planetary order lost direction?



Is the European Union important for industry and commerce?

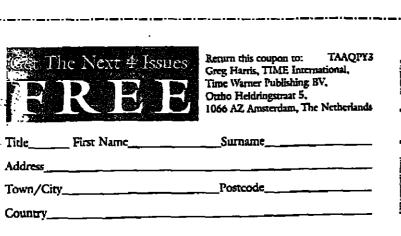
Should the European Community expand to include Eastern Europe?

Are you in favour of the European monetary union?

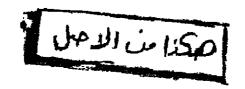
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	INTERNATIONAL HERALD TRIBUNE, FRIDAY, DECEMBER 9, 1994	Page 21
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SPORTS



As the truth sank in — the Los Angeles Clippers had beaten Milwaukee, 96-94, in overtime — Lamond Murray, center, celebrated while teammates, clockwise, Matt Fish, Randy Woods, Pooh Richardson and Bob Martin, seemed doubtful.

More Fun in NFL With New Rules

By Timothy W. Smith

NEW YORK - Joe Marciano's heart leaps to his throat every time he sees a team line up for a kickoff or punt return. The fear in Marciano, the New Orleans Saints' specialteams coach, is created by the new rules that have injected more offense and scoring into the National Football League.

'Special-teams coaches are going nuts every time we line up for kickoffs,"Marciano said. "It's definitely adding to my excitement. The fans are getting what they wanted. If

Vantage Point



this is what the NFL had in mind, it's definitely working."

After years of being derisively identified as the "No Fun League" for outlawing end-zone celebrations following touchdowns and seeing low-scoring games often decided by field goals and teams' inability to score inside the Red Zone, inside the 20-yard line, the NFL has seen its new rules changes unleash a wave of offense.

Individual offensive players' numbers tell the tale.

Tyrone Hughes, the Saints' thrilling return specialist, has established the single-season record (1,389 yards) on kickoff returns and also set a record for combined return yards on punts and kickoffs in a single game (347) against the Rams. During that game, Hughes tied an NFL record with a pair of returns for touchdowns.

The Patriots' quarterback Drew Bledsoe set a record for number of passes (70) and completions (45) against the Vikings on Nov. 13, rallying New England from a 20-0 deficit.

Minnesota receiver Cris Carter, who has 102 receptions, and Terance Mathis of the Falcons, with 97, could become the first pair of receivers to break the single-season mark for receptions (112) set by Green Bay's Sterling Sharpe last

Troubled by an increased number of field goals, touchbacks on kickoffs and low-scoring games last year, the NFL competition committee approved a series of changes for this

They lowered the kickoff tee to one inch, moved the kickoff spot back 5 yards to the 30-yard line, gave the receiving team the ball at their 40 if a kickoff went out of bounds and gave the offense the ball at the spot of a field-goal attempt on

On offense, linemen were allowed to line up wider and a

quarterback, and defensive backs were prohibited from pushing receivers once they had gone 5 yards past the line of

The increased numbers in both kickoff returns and offensive production over last season indicate that the rules have had an impact. Through 14 weeks this season there have been 126 touchbacks, compared with 449 through a similar period last year. Over all in 1993, there were 536 touchbacks.

"The day of the touchback is over," Marciano said. "The days of sideline kicking on kickoffs is over, because everybody fears the ball going out of bounds. If you take all the rules on kickoffs and combine them, they've had a big

Teams also are unwilling to attempt routine 50-yard field goals, Marciano added, because if they miss the kick, the opposing team will get the ball at about the 43-yard line.
"You'd rather just go for it on fourth down if it's fourthand-1 or fourth-and-2, or just pooch-kick it and pin the other

team back," he said. Tony Dungy, the Vikings' defensive coordinator who watched Bledsoe set his records against his unit, isn't sure the rules changes are the sole reason for the increased production.

"It's given people the mentality that it's easier to throw the ball than it was before." Dungy said. "We've played teams that run the ball a few times and then abandon it. We've been in situations where teams have gone to a hurry-up offense in

the second quarter. "You see so many teams throwing the ball more this year and giving up on the run that I think you'll see more 1,000yard receivers in the league this year than ever before."

The numbers support Dungy's observation. In 1993, 14 weeks of the season, there were 30 games with 300 or more passing yards. This year there have been 55 games. Also, more

receivers this season are having more spectacular games. Carl Pickens of the Bengals had his fourth consecutive 100yard game last week. The last player to do that was Andre

Gary Stevens, the Dolphins' offensive coordinator said the no chucking downfield rule has helped, too. "Your receivers can run their routes without worrying about some big line-backer knocking them on their butts when they go across the

"It's made it tougher on defenses," he said. "They're going to have to change the way they coach the defensive backs

A First for the Clippers: They Won

Compiled by Our Staff From Dispatches
LOS ANGELES — Staring immortality in the face, the Los Angeles Clippers blinked and did the improbable. They won. But the hard way.

In overtime Wednesday night, they defeated the Milwankee Bucks, 96-94, on Pooh Richardson's 18-foot shot at the buzzer, improving their record to 1-16. "It was the sweetest shot I ever saw."

forward Loy Vaught said. "It's a very good feeling. That futility record we almost set is something we didn't want to have our names attached to."

With "I Love L.A." playing over the loudspeakers, fans and players flooded the court and mobbed Richardson, who had nine points and 13 assists.

Before the game, the Clippers' coach, Rill Fitch, said: "I told 'em, 'Bring your cameras. When you get it done, when you get that monkey off your back, it'll be the ugliest and the biggest and there won't be enough bananas to feed it, so get out of its

If Fitch's players forgot their cameras, it doesn't matter. Everyone else brought theirs. As Clipper players mobbed Richardson, and the crowd of about 4,500, pumped up to 6,439 for the official announcement, screamed like 45,000, five

minicam crews danced around the fringes. The first four weeks of the season were a nightmare for the Clippers coaches and players. The team was just one loss away tving Miami's league record in 1988 for most defeats to start a season.

Let's just say the Clippers needed this victory badly.

So did the Bucks, losers of eight in a row. One could say the Clippers beat a roadweary team, tottering into its fourth game in five nights, but the Bucks are also one of the NBA's promising young franchises. "Anybody coming in here is going to think the same thing," said Bucks' Coach Mike the same thing," said Bucks' Coach Mike
Dunleavy before the game. "You don't bounds led the Magic, who scored 114

want to be the first to be beaten by the Clippers, but we can't think about that. We Cleveland. need a win desperately."

So Wednesday was desperate for both

The Clippers led by 13 midway through the third quarter. Then Bucks went on a 10-0 run at the end of the quarter. The Clippers opened it up to 81-72 midway through the fourth quarter.

The Bucks closed to 88-85 in the closing seconds, then tied the score when Glenn

NBA ROUNDUP

Robinson rebounded his own missed 10footer, took the ball out to the three-point line and canned one from there.

The Clippers led, 94-92, in the last 30 seconds of overtime. The Bucks called time out to set up a play, but Clipper reserve forward Charles Outlaw blocked a layup by Robinson with 26 seconds remaining.

After another timeout, Robinson faked a shot and lost the ball. Conlon came up with it and made a layup with 22.5 seconds left to tie it at 94-94. Conlon, who was fouled by Lamond Murray, missed the free throw.

The Clippers called a timeout to set up a play. Richardson passed it to Eric Piatkowski, who was stripped of the ball by Eric Murdock. However, Murray, the rookie forward who had 19 points in his first NBA start, came up with the ball in a wild scramble and fed Richardson the ball.

Somewhere in here, the gods must have decided they were tired of torturing the Clippers. Richardson turned a busted play Clippers. Richardson turnes a same at the Clipper end into the dramatic game-(LAT)

Magic 90, Cavaliers 75: In Orlando, Florida, the Magic beat Cleveland for the second time in as many nights, but produced a lot less offense doing it.

The Cavaliers stayed close for three quarters, but the Magic broke the game open with a 10-0 run that gave them an 80-65 lead midway through the fourth quarter. Anfernce Hardaway, who had 14

points, made a 3-pointer during the surge.

Chris Mills led Cleveland with 14 points. John Williams and Tony Campbell each had 12, while Mark Price was held to

six and committed six turnovers. 76ers 111, Heat 102: By beating Miami, visiting Philadelphia became the third NBA team to win 2,000 games.

The 76ers joined the Boston Celtics and the Los Angeles Lakers as the only three NBA teams to reach that plateau. Since. their inception in 1949 as the Syracuse. Nationals, the 76ers' record stands at 2,000-1,564.

Jeff Malone scored 13 of his season-high 34 points in the key third period. Dana Barros and former Miami player Willie Burton each scored 19 for the 76ers, while Glen Rice led Miami with 25. Barros and Clarence Weatherspoon

each scored 10 during the third quarter, which saw the visiting 76ers extend a 6 point halftime lead to 22. Celtics 93, Hawks 80: Boston overcame

a 10-point halftime deficit and the loss of Dino Radja to beat Atlanta.

Radja, Boston's leading scorer and re-bounder, broke his right hand Tucsday night against the Knicks in New York. Rockie center Eric Montross took up the slack with 16 points and a season-high 16

rebounds. The visiting Hawks were held to 28 points in the second half and were outscored 23-11 in the fourth quarter.

Dee Brown scored 24 points and Xavier McDaniel 23 for the Celtics, who snapped a three-game losing streak.

Mookie Blaylock led the Hawks with 26

Another Top 10 Team Falls to Kansas

New Proposal for Baseball

ATLANTA — The baseball players' executive board has approved the outline of a counterproposal to be presented to

the owners at their meeting in Rye Brook, New York, this

weekend in an effort to end the nearly four-month old strike.

Donald Fehr, the union leader, said staff members had to

fill in the outline with specific details in the next two days. He

declined to discuss any aspect of the proposal, but it is

believed to include a variation of the revenue-sharing plan the

owners adopted last January, with revenue generated in a different way from the owners' plan, and elements of a tax on

The adage goes that victories carly in the season aren't remembered all that much when basketball season is over. Don't bet on that for Kansas.

The fourth-ranked Jayhawks (4-0) beat Nos. I and 6 in a five-

COLLEGE HIGHLIGHTS

day span and have established themselves as one of the better

teams in the country.

"This is cool," the 7-foot-2
center Greg Ostertag said
"Early in the ga Wednesday night after tying a school record with eight blocked shots in a 69-63 victory over No. 6 Florida.

"It shows we are a good team and we're going to be a team to reckon with come tournament time in March," Ostertag said.

Last Saturday, Kansas knocked off then-No. I Massachusetts, 81-75, in the Wooden Classic. The Jayhawks are living up to their selection as the preseason choice as the favorite

in the Big Eight.

"Kansas did a great job playing all 40 minutes and they did a great job with their size, Florida's Coach Lon Kruger said. "It was a good experience for us to play this type of team.

We'll learn from it. Kansas led 29-25 at halftime and started the second half with

a 13-0 run, and the Gators (3-1) were never closer than five the rest of the way.

Jerod Haase led Kansas with

23 points, while Jacque Vaughn had 11 points and seven assists. As solid as Ostertag was defensively, he struggled on the points on 1-for-7 shooting.

The Jayhawks' Dan Cross had all but four of his 25 points in the second half, while Andrew DeClercq had 20 points

"Early in the game, they dictated what we did," Cross said. They played really good defense. At the last part, it was sort of a rush-type game."

No. 5 Massachusetts 85, assessed a technical with 4:02 to Pittsburgh 57: The Minutemen play when he swatted the ball rebounded from the loss to Kansas with a convincing home victory. Lou Roe and Mike Wil-Massachusetts, which led 42-17 at halftime. Chad Varga had 20 other end, finishing with two points for the Panthers, who committed 28 turnovers and got no closer than 25 points in the

> No. 7 Kentucky 73, Indiana 70: In Louisville, Kentucky, the Wildcats took advantage of a delay-of-game technical foul against Indiana, which is off to its worst start since 1965-66. The Hoosiers' Neil Reed made a layup for a 64-62 lead, but was

out of a Kentucky player's hands when he was still out of bounds. Kentucky scored the liams had 13 points each for next four points and Indiana was able to tie it just once more. Walter McCarty nailed a big 3pointer for the Wildcats for a 73-69 lead with 1:37 left. Indiana missed three chances to tie in the final 30 seconds. McCarty led Kentucky with 16 points, while Evans and Reed each had 16 for Indiana.

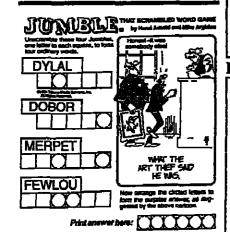
No. 18 Georgetown 76, Providence 74: Freshman guard Allen Iverson scored 30 points to lead the Hoyas, who didn't wrap up the home victory until Jerome Williams followed Iverson's miss with 41 seconds left for their first lead of the night. Georgetown has won three for the first time this season. Eric Williams had 27 points to lead the Friars.

No. 21 Ohio 87, Ohio Dominican 57: In Athens, Ohio, The Bobcats played without starters Gary Trent and Geno Ford both out with hip muscle strains, and still cruised over their NAIA Division II opponent. Ed Sears had 22 points to lead Ohio, which scored the game's first 22 points. Jerry Lanier had 17 points to lead Do-

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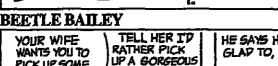










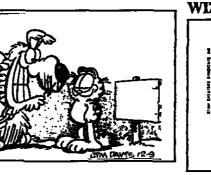










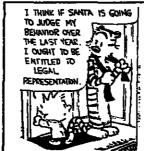




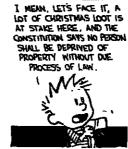


Title: it Was Late and I Was Tired

club payrolls. What the proposal will not include, Fehr said, is "a salary cap of any kind."



CALVIN AND HOBBES



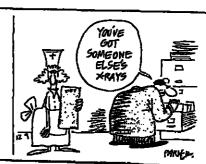




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Strawberry Indicted on Tax Evasion

NEW YORK (AP) — Darryl Strawberry and his agent were indicted Thursday on federal tax evasion charges alleging that the San Francisco Giants outfielder failed to report more than \$500,000 in income. The indictment, handed up by a federal grand jury in White Plains in Westchester County, said Strawberry and the agent, Eric Goldschmidt, conspired to defraud the Internal Revenue Service of taxes owed from 1986 through 1990.

A statement from the U.S. attorney's office in Manhattan said

A statement from the U.S. attorney's office in Manhattan said the former Mets star claimed only \$442,000 in income from autograph signing shows and personal appearances during the period but actually earned about \$945,000. Strawberry, 32, of Raucho Mirage, California, should have paid \$146,000 on the unreported income, the release said.

IOC Chief Wins Libel Judgment

LAUSANNE (AP) — Two British journalists were convicted Thursday of libeling Juan Antonio Samaranch, president of the International Olympic Committee, and were given a five-day jail sentence. The sentence on Vyv Simson and Andrew Jennings, who did not attend the proceedings, was suspended for three years.

Simson and Jennings wrote the "Lords of the Rings," a book that attacked Samaranch and his leadership of the IOC. The book. published in Britain in 1992 and since translated and distributed in other countries, alleges that the Olympic ideals have been corrupted by commercialization and greed under Samaranch's leadership. It alleges that Samaranch had been an active supporter of the late Spanish dictator Franco, and that he runs the IOC in a similar autocratic fashion.

Samaranch and IOC director general François Carrard testified Wednesday that the authors had attacked them out of a desire to destroy the structure of the IOC and to make money.

Canadiens' Star Tremblay Dies at 55

MONTREAL (AP) - Jean-Claude Tremblay, a star defenseman who played on five Stanley Cup championship teams for the Montreal Canadiens from 1960-71, has died after a long battle with kidney cancer. He was 55.

Tremblay, one of the best defensemen of his era, had 57 goals and 306 assists in 794 games for the Canadiens between 1959 and 1972. He was named to the NHL's first All-Star team in 1970-71 and played in seven All-Star games.

America's Cup Yacht Is Damaged

SAN DIEGO, California (Reuters) — One of the two French yachts entered in next year's America's Cup challenger trials fell from a crane on Wednesday, driving the keel through the deck and causing other damage that will take at least a week to repair.

The new 75-foot (22.8 meters), 52,000-pound (23,587 kilogram)
International America's Cup Class yacht fell 20 feet as it was being launched from the team's compound on Mission Bay.

Syndicate officials of the French boat from the Yacht Club de Sete said the lifting box inside the hull collapsed, causing the yacht to drop on its keel. The boat's designer, Phillippe Briand, is on his way from France to inspect the damage.



Goran Ivanisevic required only 58 minutes to defeat Boris Becker in a quarterfinal of the Grand Slam Cup in Munich.

Chinese Suspend 7 Swimmers in Drug Scandal

The Associated Press

BELIING (AP) - China's swimming federation has imposed a two-year suspension on seven swimmers who recently tested positive for drug use, one day after the international swimming federation, FINA, announced the suspension of Lu Bin. Lu collected three gold medals at the World Championships and four golds and

a world record at the Asian Games. Yang Aihua, the world 400-meter freestyle champion, was also among the sus-

pended swimmers. Yang's suspension by FINA was announced previously.

A Chinese federation spokesman, Ren Jiawei, said Thursday the suspension applied to both domestic and international competitions. It will keep the two swimmers out of the 1996 Olympics in Atlanta.

They were among 11 Chinese athletes, seven of them swimmers, who tested positive for performance-enhancing drugs at the Asian Games in Hiroshima, Japan, in

FINA said it was asking the Chinese swimming federation to investigate how Lu obtained the illegal substances and whether any coach, trainer or doctor was involved.

Apart from Lu and Yang, the others have been identified as Zhou Guanbin, Xiong Guanbin, Hu Bin, Zhang Bin and Fuy Yong. All tested positive for dehydrotestosterone, or DHT, which acts as a

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Ivanisevic Blazes In Grand Slam Cup

MUNICH - Goran Ivanisevic served his way past Boris Becker into the semifinals of the Grand Slam Cup on Thursday, showing some good tennis and more bad behavior.

Top-ranked Pete Sampras beat Michael Chang, 6-4, 6-3, and will face Ivanisevic in the semifinals.

Ivanisevic's 6-4, 6-1 victory took only 58 minutes.

In the two remaining quarterfinal matches, Magnus Larsson, who upset Stefan Edberg, will face Andre Agassi, who defeated Thomas Muster, and Todd Martin, who beat Karel Novacek, will play Sergi Bruguera, the victor over Andrei Medve-

Ivanisevic is serving a twomonth suspension from the ATP Tour for accumulating too many fines for code of conduct violations. He became the first player to be banned after an outburst at last month's ATP Tour World World Championship in Frankfurt.

He was allowed to play at the Grand Slam Cup because the ATP considers the event an exhibition. The \$6 million tournament is the most lucrative in the world and Ivanisevic earned \$425,000 for reaching the last

The event invites players with best records at the four Grand Slam tournaments — the Australian, French and U.S. Opens and Wimbledon.

Ivanisevic lost his temper quickly Thursday and was given a warning by umpire Bruno Rebeuh in the fourth game. Ivanisevic smashed his racket

to the ground and raced toward Becker that seemed clearly out. backhand volley.

Ivanisevic still managed to save three break points in that game. The Croat served 15 aces in demolishing third-ranked

11,000 fans in the Olympic "Everything I hit basically went in. That may have been one of the best tennis matches I

Becker, who lives in Munich and who was the favorite of the

played this year," said the fifthranked Ivanisevic. Ivanisevic ended the second game of the second set with three aces, and served three more in his next service same to go 40-0.

thus serving six aces in a row. The Croat lost to Becker twice in a row, at the Stockholm final and in Frankfurt. But Becker never managed to tame

Ivanisevic's serve Thursday. "He was simply tremendous. He came in and he passed from the baseline, he broke me at the start of both sets and never gave me a chance to get back into the

match," Becker said. Sampras also displayed an impressive array of shots, beating Chang in every aspect of the game. He served well, hitting 13 aces, came in for brilliant drop volleys and matched Chang's ground strokes from the base-

The first break ended the first set, when Sampras held three set points on Chang's serve, and converted the first with a soft

The two Americans traded breaks early in the second set, and Sampras gained the edge when he broke again for a 4-2

Holding three match points, Sampras allowed Chang to deuce. But an ace set up the the umpire swearing, after a fourth match point and Sam-linesman failed to call a shot by pras ended the contest with a pras ended the contest with a

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B: Brown 10-18-3-4-24, McDentel 11-16-1-7-32.
Rebounds—Attenton 46 (Long 10), Boston 55
(Montros 16), Assists—Attento 19 (Blovleck
7), Boston 25 (Brown 18).

77, coston 25 (Brown 16).
Cleveland 16 23 21 15—75
Orlande 19 21 27 25—96
C: Mills 6-11 2-2 14, Williams 5-14 2-6 12; O:
O'Neal 12-27 9-15 33, Anderson 7-16 9-0 17. Reheants—Cleveland 9 (Williams 9), Orlands
S2 (O'Neal 10). Assists—Cleveland 16 (Price
9), Orlands 22 (Shaw 7).
Paglogletable

9), Orlondo 22 (Show 7).
Psiliodelphia 23 22 38 28—111
Milana) 17 22 29 34—182
P: Barrus 5-13 4-19, Molone 13-17-8-54; M:
Rico 11-21 1-125, Willish 6-12 4-5 16, Reboords— Philiodelphia 43 (Williams 9), Milani 45 (Wil-

ACROSS

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Top 25 College Results

How the top 25 teams in The Associated Press' mon's callege baskethall poll fured Whitnesday:
4. Kastas (4-8) beat No. 6 Florido. 69-63.
Next: of Morfin Carolina, Scienday: 5. Measu-cheselts (2-1) beat Pittsbursh 85-57. Next: vs.
No. 11 Mayriand at Bottisnore, Solunday: 6, Florida (3-1) lost to No. 4 Kansas 69-63. Next:

r-toring (3-1) test to No. 4 Kensess 64-53. Next; vs. Teach, Schurday. 7. Kentecky (3-1) beat Indiana 73-70. Next: vs. Boston University, Schurday: 18, Georgetown (3-1) beat Providence 76-74. Next: vs. Memphis of Toronto, Saturday: 21, Ohio University (6-2) beat Ohio Donklaton 87-67, Next: Vs. Middle Steht. Transfer.

Other Major College Scores

Delaware St. 78, Wagner 69
Dresel 64, Md.-Baithnare County 42
Duquesne 81, St. Francis, Pa. 71
Fairfield 77, Hartland 92
Georgetomy 76, Providence 74
Lehigh 67, Hofstra 66
Manhatton 76, Marsis 52
Manhatton 76, Marsis 52 Manhatton 70, Marist 52
Massachusetts 85, Philisburgh 57
Martheastern 84, Siena 64
Rhode Island 80, Iona 70
St. Banaventure 107, Elmira 71
Tonaton 51, 73, Loyola, Md. 65
Yole 82, Lafayette 69
SOUTH
Alabama 77, Flo. International 5
Charteston Southern 76, S. Caroli

Accounts //, Fig. Untertainated 54
Charleston Southern 76, S. Carolina St, 44
Kentucky 73, Indiana 70
Menaphis 124, Georgia St, 52 Mempas IA. Georgia St. St N.C.-Aspensboro 77, Apoglachkan St. 71 Stetson 76, Furmon 66 Tennesser 78, Morshead St. S2 Tolane 88, Texas-Arlington 70 Virginia Tech 110, VMI 75 MIDWEST

MUDWEST Bowling Green 71, Defroit SI iown 80, N. Iowo 48 Kansas 50, Florida 61 Kansas 51, 70, Howard U. 41 N. Hillands 75, Kent 56

20 Perrautt's "La

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22 Popular tov

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Saylor 94, Prairle View 71

Pacific %, Freme St. 93, OT Portland 71, Paget Sound 57 Washington St. 105, Alabama

Champion's League WEDNESDAY'S RESULTS GROUP A ster United 4 Octatos

Scorers: Simon Devices (3rd), Dovid Beck-ham (38th), Roy Keane (49th), Korkmaz Bu-lent (88th, own sost), Barceland I, IFK Gothenbery 1 Scorers: Resemblers

Barcaleas I, IFK Gothenberg 1
Scorers: Barcelona — Jose Bakero (\$1st);
Gothenburg — Station Rehn (Roth).
GROUP B
Puris-St. Germalis 4 Spariek Moscow 1
Scorers: Puris— George Weeh (20th, 52nd),
David Ginola (42nd), Rai (59th); Spariek —
Sergel Radionov (67th).
Dumenos King 1, Branch Munich A mo Kiev L Bayers Musich 4 Scorers: Dynamo — Andrei Stevche (38h); Boyern — Christian Nerlinser (45 Jean-Pierre Popin (56th, E2th), Metu Scholl (87th).

GROUP C
Holdek Spilt 1, Steam Beckerest 4
Scorers: Holdek — Stipe Andrijasevic
(48th): Steam — Adrian 1He (17th, 32nd), Mari-

Scorer: Torik Oulide (7th, 78th) Casino Saizbury & AC Miles ? Scorer: Duniele Mossero (29th) CHAMPIONS' LEAGUE TABLE

Greep D

W L T GF GA Pts

x-Alox Amsterdom 4 9 2 9 2 10

xy-AC Millon 3 2 1 6 5 5 5

Cosino Solzburg 1 2 3 4 6 5

AEK Athens 0 4 2 3 9 2 2

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y-pencilized two points for fon behavior

QUARTERFINAL MATCHES mich of IFK Goth

Second Lag Wednesday, March 15 IFK Gelebors at Bayern Munich Paris-SG at FC Barcelona Berifica at AC Milan Ajax Amsterdom at Hadjuk Spilit

WORLD SERIES CUP ONE DAY MATCH Australie vs. Zierbeitwe

TRANSITIONS BASEBALL National League

Proup A pitcher, from the Mets as the first player in the W L T GF GA Pis trade for Pete Harnisch, pitcher.
4 1 1 10 7 9 MEW YORK—Signed Jarvis Brown and 2 2 2 10 7 6 Chris Jones, outfleiders.

TODAYS **HOLIDAYS** & TRAVEL SECTION

Appears on Page 8

CRICKET

Australia vs. Zimbobwe
Thersdoy, in Hebert, Australia
Australia Innings: 2543 (30 overs)
Zimbobwe Innings: 1788 (30 overs)
Result: Australia won by B runs.
MANDELA TROPHY ONE DAY MATCH
Sri Losko vs. New Zesland
Tistrator, in Bioenfootels, Sooth Africa
Sri Lonko Innings: 2664 (50 overs)

FLORIDA—Traded Brei Barberie, second baseman, to Baltimere for Jay Powell, pitcher. HOUSTON—Acquired Todd Beckerman, pitcher, from the Mets as the first elayer in the If you enjoy reading the IHT when you travel, why not also get it at home? Same-day delivery available in key U.S. cities,

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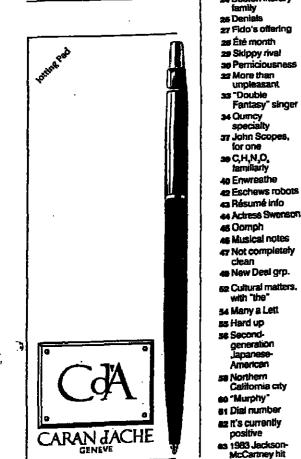
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DOWN 1 Five-time Super Bowl coach 2 Nitpicking

CROSSWORD

23 Pompous fellow a Kind of position 24 Boston literary 4 Squeezed (out) 5 Gawain's title 6 One way to tie a 7 Only Veep from Maryland s Word with tamily or winter Fantasy" singer

n Make crystal-clear 10 Gas station display 11 Galoot 12 Singer whose middle name is Hercules 13 City on the 42 Eschews robots

> 24 Remain free 24 Like the streets of Holmesian 25 Like an angry 27 Ex-con, maybe 30 Language of 14 WILLIAM

31 Certifies 34 Swift runner of 35 U-boat gear 36 "A nickel aun't worth a dime 38 Salary kmit 41 Hypothetical supercontinent

45 Some hotels

48 Flavorful

14 Remains to see 49 Brewer Adolph so Met soprano Marv 51 Perot thems 50ng 53 Pit 55 Weaker ones 57 Displeasure

59 "Now I get it!"



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OBSERVER

Nerd World Shopping

By Russell Baker NEW YORK — Up-to-date Nis what I long to be, and what is more up-to-date than CD-ROM? So it was off to Nerd World, all 5,000 acres of it. Under one roof crouched, hummed, beeped, clicked. flashed and chattered the entire

electronic miracle. It swarmed with men. (Nerdesses are extremely rare in Nerd World.) The men wore earnest shirts and honest haircuts which made them look just the way I'd try to look if I were a spy for an enemy power trying to sneak into the CIA.

With a funny shirt (blue stripes on white) and weird hairdo (hair growing out of the ears), I stuck out like a man who couldn't tell a spreadsheet from cheese spread.

It was no use trying to speak to the salespeople. Nerd World's idea of a comprehensible question is: "Do you have a Niantic Interface Equalizer modified with Psilocybernos-tics MCX-3P for a suppressed diatonic analyzer in a solid state of despondency?"

The trick is to nip swiftly into Nerd World as though you know what you're doing and find a sign — "CD-ROM" in the present case — indicating you're on the right track, grab something off the shelf before anybody can offer to be helpful. pay the cashier and get out fast.

Everything about the electronics business is amazing, but especially the retail sales end of it. At the start of my electronic career I went to a famous-computer-name store. It took less than five minutes to realize the salesman was as dumb as I was

about computers. Not wishing to embarrass him, I bought the very machine on which this is being written, paying \$3,000 after asking if he would discount it for cash and being told that \$3,000 was, in fact, the discounted price.

humanity gasping with laugh-ter, since not only was the same machine available at Nerd World for \$39.95, but it came with the manual of DOS operating instructions as well as the battery that was designed to go

The problem at Nerd World lies at the other end of the scanner. If you don't have a recent engineering degree in the electronic miracle you can't make yourself understood to the salesmen. And yet, you want to be have to be — up-to-date, which means, "Grab a CD-ROM, pay, and get out of there fast."

I'm home now, and if I had any tears left to shed, shed those tears would be. If I read this CD-ROM literature correctly, a whole new electronic start in life will be necessary. For instance, something called "386DX/33Mhz" is required in the computer. We also need "4Mb of RAM" and an "MPC-compatible CD-ROM drive," a sound card, a mouse, loud-speakers and "SVGA 256-color display.

I can guess what a CD-ROM drive is, and I'll bet it will cost a pretty penny, as will loudspeakers, sound card and mouse.

As for "SVGA 256-color display," I foresee trouble. This machine's screen has produced only one color over the years— a rusty orange, which no longer looks as alarming to me as it did when first we met and I screamed, "My mother didn't raise me to write orange prose!"

What it all means, I suspect is that getting up-to-date with CD-ROM could cost another thousand, or two, or three. By the time that's paid off, there will be a new electronic miracle to enchant us up-to-date guys.

Hey, let's pass up the present miracle and catch the next one. New York Times Service

Brain vs. Computer: Penrose Strikes Again

By John Schwartz Washington Past Service

WASHINGTON — Roger Penrose is one of science's most prominent and persistent risk-takers. In his new book, "Shadows of the Mind: A Search for the Missing Science of Consciousness," Penrose, 62, risks incurring the wrath of the scientifie world. Again.

He asks whether science is on the threshold of making machines that think better than we do. His answer is ultimately no, but he goes on to make the case that computer power is growing while the capabilities of the brain remain constant. Transistors operate more quickly than neurons, and the chip manufacturers are cramming more transistors onto silicon wafers all the time. "An impressive-looking case can indeed be made that on any issue of merely computing power, if computers do not have the advantage over brains already, they will certainly have it before too long," Penrose says.

Penrose writes that computers could, in the optimistic view, solve humanity's troubling prob-lems, "but there appears to be another logical consequence of these potential developments that may well strike us as genuinely alarming. Would not these computers eventually make human beings themselves superfluous? If the computer-guided robots turn out to be our superiors in every respect, then will they not find that they can run the world better without the need of us at all? Humanity itself will then have become obsolete."

Penrose has angered other scientists not by raising the alarm over the specter of thinking machines, but by belittling them. "Might we . . . be doing something with our brains that cannot be described in computational terms at all? How do our feelings of conscious awareness - of happiness, pain, love, aesthetic sensibility, will, understanding, etc. - fit into such a computational picture?" He is not saying that the workings of the mind are beyond the ken of science — simply that we don't yet have the tools to understand them.

Penrose builds on 50 years' worth of theories that tell us computers can do only so much - that the machines cannot duplicate the processes of the mind; they can't simulate human intelligence. He builds on a theorem by the mathematician Kurt Gödel, who explained there are true axioms of arithmetic that simply can't be proved mathematically. The mathematician Alan Turing showed that Gödel's theorem applied to computer programs, setting practical limits on the universe of things computers could be expected to prove.

Penrose, mathematician, physicist and author, the Rouse Ball professor of mathematics at Oxford and visiting professor at Penn State, has worked with Stephen Hawking to describe black holes, and more recently has proposed controversial theories about in Boston, naturally takes the side of machines. But as an old chum of Penrose's from their Oxford days,



Roger Penrose: Computers have a lot to learn.

the workings of the brain in his 1989 book "The Emperor's New Mind." The book, a technical but engaging tour of modern science with a focus on human consciousness, was a surprising best-seller, but Penrose earned the enmity of much of the science community.

"The people who are going to like the book best will probably be those who don't understand it," wrote the piologist John Maynard Smith of "The Emperor's New Mind." "Most people do not want to see themselves as lumbering robots programmed to ensure the survival of their genes. . . To be told by someone with impeccable scientific credentials that they are nothing of the kind can only be pleasing."

Daniel Dennett, a professor of philosophy at Tufts University, has devoted a chapter of a forthcoming book on evolution to criticizing Penrose, accusing him of being a romantic looking for "dramatic proof of the specialness of the human mind." By obsessively searching for things computers cannot do, Dennett says, Penrose ignores the many important things that they can.

Oliver Strimpel, head of the Computer Museum in Boston, naturally takes the side of machines. But

he claims that much of the anti-Penrose criticism is too harsh. "I do happen to disagree with his book, but I do think he's an incredibly thoughtful and wise person." Strimpel chalks up some of the ammosity to professional jealousy: "He's managed to sell a lot of books — which may be galling to those who feel that they have truer theories, but don't sell as many books."

Marvin Minsky, one of the deans of artificial intelligence, said in a recent interview that he still isn't convinced that thought entails such mystical processes as Penrose describes, or that the musings and insights of a mathematician are what Penrose says they are. "What he calls intuition," Minsky says. "I call guessing."

The new book, "Shadows of the Mind," is an attempt to tell his detractors that they missed the point. Penrose says that his intention all along has been to use consciousness as a springboard for a broader discussion of big ideas. "I wanted to describe science just in a general way and my excitement about science. This gave the things an overall focus."

Criticized by specialists in the field he intruded on, he finds himself the unlikely hero of new-agers and crackpots, who as Smith predicted are drawn to what they merrily misinterpret as a mystical thread in his work - a "mentalist" idea that the brain cannot be plumbed by mere science.

Penrose, however, still stands firmly on the side of scientific discovery, and denies that he is some kind of mystic. He expends a great number of pages insisting that the mentalist idea — that science can't explain awareness at all — is not his own. Instead, he sets out a middle-of-the-road idea: that some physical action of the brain evokes awareness, but that that process cannot be duplicated in a box filled with chips and wires that plugs into the wall. We won't get the whole picture, Penrose predicts, until we develop a new branch of physics that will explain the phenomena he describes. "I'm trying to say that in consciousness we are actually using some physics that physicists don't know yet," he says.

Computers show competence in areas that require rules, but have yet to show a glimmering of what Penrose would call intelligence. Penrose's early immersion in chess belped him to understand the prowess and limitations of computers in playing some games. He says that games such as chess, for all their complexity, do come down to rules that can be understood and expressed by programmers. In the Asian game go, however, computers have made few inroads. Penrose says the problem comes from the sheer number of moves possible at any one time -as many as 200. That swamps a computer. A human, on the other hand, judges the most productive avenues and winnows down the choices - and, possibly, rolls the many alternatives around in his brain nultaneously, waiting for answers to emerge.

PEOPLE

Yasser Arafat's Wife Expecting Baby in July

Yasser Arafat, 65, is going to be a father. The PLO chairman's wife, Suha, 31, is expect-ing her first child in July.

Bryn Terfel, 29, the acclaimed Welsh bass-baritone who has been a drawing card for New York's Metropolitan Opera this season, has canceled his remaining performances in "Don Giovanni," on Dec. 16, 20 and 24. Terfel, who was to sing Leporello in the Mozart opera, is recovering from sur-gery on a herniated disk.

Kenzaburo Oe, the Japanese writer who is in Sweden to collect the Nobel Prize for Literature, says he plans to move to the United States to lecture at an unidentified university. He says he plans to remain in the United States for at least a year,

Jacqueline Kennedy Onassis's New York apartment is for sale for \$9 million, the New York Post reported. The 15room apartment on Fifth Avenue was put on the market by Maurice Tempelsman, Onassis's companion and executor. Tempelsman apparently had the real estate agents sign a se-crecy clause, which prospective buyers also must sign. One source said: "They don't want anyone bragging at some cock-tail party that they've just in-spected Jackie O's place."

A jury has awarded more than \$2 million to the heirs of two of the Three Stooges who claimed that the heirs of a third Stooge denied them a fair share of the profits from the movie comics' work. The widow of Curly Joe DeRita is to get \$1.6 million and descendants of Larry Fine were awarded \$500,000 from Jeffrey Scott, the grandson of the Stooges' founder, Moe Howard, and Moe's daughter, Joan Maurer.

WEATHER

Europe

Middle E

_	Forecast for Saturday (in	ough Monday, as provide	U DY ACCU-VYOOURS.
	Jesstreem Uneeason	Lineasonably Hol	Heavy XX Snow
	North America New York and Washington, D.C., will have some rain early Saturday, then cold and dry weather Sunday and Monday, Toyonto and Chra-	Europe London will be rather windy over the weekend with a shower or two. More numer- ous showers are likely Mon- day, Pans will be dry and mild untit Monday, when	Asia Japan wifi have dry weather Saturdey, then some rain Sundey, the rain will proba- bly move away Monday. Showers will frequent Souther sast Asia. aspecially from

with a chance of see. Los Angeles and mild through and			s Are	eas ir ly will	om S have	ers move m Spain throug e dry weathe igh Monday.	h Mac er so wil	Most of the showers will						
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POSTCARD

French Dubbers Strike Leaves Foreign Shows Voiceless

By Dana Thomas Washington Post Service

PARIS—In France, no one knows what happened to Scarlett. Or the latest twists and romances on "Guiding Light" or "Loving." The French are clueless about "Quiz Show."

Since Oct. 18 the country's 600 dubbers have been on strike, and translation of foreign productions is dragging. Only one part of the four-part miniseries "Scarlett" is complete. Several American soap operas have been halted. which was scheduled for a Feb. 15 release, is only partially recorded. Woody Allen's "Bullets Over Broadway," scheduled to open in mid-January, exists only in Eng-

The problem is money. In 1985, a law was passed that gave artistes interprètes, or principal actors, a percentage of the earnings each time their work is shown on television, or released on video or in the theater. A second class of performers, called artistes de complément - extras and

Ridiculous, says Jimmy Shuman, a dub-ber and spokesman for the French Syndi-cate of Performing Artists, the strikers union. "Extras do not talk. As soon as you talk, you're an actor. Dubbers do nothing but talk. How can you have a dubber who's

And so the French voices behind the American movie stars have been picketing the 60 to 70 dubbing studios in Paris. The actor Yves-Marie Maurin went on a hur ger strike for 10 days in front of the TF1 television studios. On Sunday, 500 dubbers marched from the grand old Rex movie theater to the Opera Garnier, hand-

ing out leaflets and chanting. The American studios have been hit the hardest -- they make most of the films and television shows imported from beyond Europe. Warner Bros. just barely got its big holiday picture, "Interview With the Vampire," through the dubbing process the day before the strike began. As for its

Since then, dubbers have been considered complements. ager Lori Rault says: "We're managing. That's all I can say."

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Theatrical studios and television state tions have been desperately trying to figure out how to work around the strike.

One gambit is to import dubbers from such French-speaking countries as Belgium, Switzerland and Canada. A law states that all foreign films made in countries outside the European Union must be dubbed in France - but it doesn't say the Bust be done with French actors "So far there have been very very few scabs," says Shuman. "There have been a couple of Belgians and that's it."

Another move might be to work around the import law - but the dubbers and the French government are fighting. Last month, a French independent film distributor tried to show the French Canadian version of Roger Spottiswood's film "And the Band Played On," but the French government would not grant the French-language version of the movie an entrance



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